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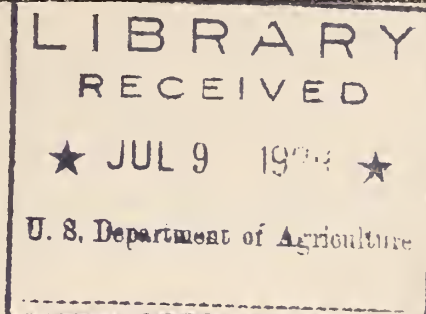
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# STATE AND FEDERAL MARKETING ACTIVITIES

## AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL  
ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

July 3, 1929



Vol. 9, No. 27

### NEW CALIFORNIA LICENSING LAW

The State of California, at the 1929 session of the legislature, passed a law known as "The Deciduous Fruit Dealers Act". This act provides for the licensing and bonding of dealers engaged in handling deciduous fruit, including grapes and dates, produced by another in the State of California. The purpose of the act is to effect complete regulation of all business conducted by those who deal directly with the growers of deciduous fruit in its handling. Three classes of persons are specified in the law as engaged in such business, namely, "cash buyers," "consignment shippers," and "dealers". It should be noted particularly that unless the grower or producer of the fruit is a party to the transaction, such transaction does not fall within the provisions of the law. It is required that dealers must be bonded and also must procure a license to do business from the Director of Agriculture.

Section 18 of the law reads: "It is hereby declared to be one of the principal purposes of this act to promote and encourage sales of deciduous fruits in California for cash and to eliminate fraudulent and false purported sales or purchases through any scheme whatever by which payment is not actually received by the grower, although he parts with possession of such fruit".

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### CONNECTICUT DEPARTMENT POLICIES ANNOUNCED

In a statement of Commissioner Buckingham of the Connecticut Department of Agriculture, outlining the policies of his department, the following with reference to the marketing program appears:

"Connecticut holds a strategic position in being situated within reach of the best markets the country affords, and our marketing program is built to take advantage of this fact. Our markets demand high quality products with more and more emphasis being placed on proper grading and packing to meet the preference of the consumers of today. We plan to continue active participation in the New England Farm Marketing Program and will encourage a wider distribution of the New England Label. This label makes it possible to identify the highest quality Connecticut products and the consumer is protected in the purchase of products so identified by a system of inspection which we will continue to operate."



GRAIN GRADING AND INSPECTION  
SCHOOL HELD IN PORTLAND

The Pacific Coast headquarters of the Grain Supervision staff of this Bureau conducted last week in Portland a grain grading and inspection school for county agricultural agents from 12 major wheat counties in Oregon and Washington. Cooperating with the Bureau in this work was the Extension Service of the Oregon State Agricultural College. The subjects covered were the identification of grain samples by grade, also grade factors, and inspection laboratory methods. Other phases included visits to spot and future grain exchanges, terminal elevator operation, and handling and boat loading methods at export docks.

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MEETINGS ON GRAIN  
HANDLING TO BE HELD IN MONTANA

According to an announcement of the Montana State College Extension Service, a series of meetings will be held this summer in 19 important wheat producing counties of the State, at which will be discussed questions relating to the methods of harvesting and handling grain, such as "Why premiums for wheat," "When should wheat be stored on the farm," "What are the costs of storing." Reports from the counties where meetings are to be held indicate that farmers are deeply interested in the proposed meetings.

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MID-DAY RADIO PROGRAM  
OF DEPARTMENT EXPANDED

The United States Department of Agriculture has accepted the invitation of the National Broadcasting Company to join in a daily mid-day program of information and entertainment through a network of 31 broadcasting stations, under announcement by the Secretary. He will inaugurate the service on July 8 with an address. This arrangement represents an extension of territory covered and also of the information carried. The service as now conducted was begun on October 2, 1928.

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AN ECONOMIC STUDY OF THE PRODUCTION OF TOMATOES IN MARYLAND and AN ECONOMIC STUDY OF THE PRODUCTION OF SWEET CORN AND PEAS IN MARYLAND, being Bulletins Nos. 304 and 305, have been issued by the University of Maryland Agricultural Experiment Station.



LOUISIANA CONDUCTS EDUCATIONAL  
INSPECTION CAMPAIGN

Hunter S. Moles, Supervising Inspector, Louisiana Agricultural Extension Division, writes that in an effort to improve the quality in pack of vegetables from the New Orleans area the United States inspection service has been cooperating with the State Department of Agriculture under an inspection plan never before offered. All produce is inspected at time the truck is unloaded at the New Orleans stores and the grower is given an opportunity to see for himself the kind of produce the trade demands. This new method of educational inspection, which has been maintained since April, is being watched with interest.

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WORK INCREASES UNDER  
PRODUCE AGENCY ACT

The work of the Bureau of Agricultural Economics under the Produce Agency Act of March 3, 1927 is increasing. This is naturally to be expected as the provisions of the Act become better known among those who may be affected thereby. The Act is of interest to those concerned with the marketing of perishable farm products. The Department is authorized to handle complaints and to endeavor to effect equitable adjustments. As has been indicated by the Bureau previously, it becomes a misdemeanor under the Act (1) for anyone receiving perishable farm products, interstate, for or on behalf of another, to dump, abandon, or destroy the products so received without giving sufficient cause therefor; (2) for anyone receiving such products, interstate, for or on behalf of another, to fail knowingly and with intent to defraud to account truly and correctly therefor; (3) for anyone receiving such products, interstate, for or on behalf of another, to make any false statement knowingly and with intent to defraud concerning the handling, condition, quality, quantity, sale or disposition thereof.

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NEW JERSEY APPOINTS STATE  
DAIRY ADVISORY COMMITTEE

The New Jersey State Department of Agriculture announces the appointment on July 1 of a State Dairy Advisory Committee to meet the demands of the rapidly growing population of New Jersey for nearby fresh milk. Representatives appointed by the county boards of agriculture and breeders' association met in the offices of the State Department of Agriculture and voted to form a group for the better marketing of New Jersey milk within the state.

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IN ABSENCE OF NEGLIGENCE RAILROAD NOT LIABLE  
FOR LOSS OF GOODS CAUSED BY FLOOD

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An interesting case involving the responsibility of a railroad in connection with the handling of merchandise at a point affected by the breaking of a levee on the Mississippi River and the consequent flooding of the adjacent country, is reported in 121 Southern, page 272. This is the case of Feld v. Columbus & G Ry. Co., decided by the Supreme Court of Mississippi, in April, 1929. Judgment was for defendant from which the plaintiff appealed. Affirmed.

Appellant delivered to appellee 275 sacks of Sagrain and 345 sacks of peas valued at \$3,500.00. Loading in cars was completed about 5 P.M., and due to leave on the next freight train at 8.30 o'clock next morning. There was an impending flood but no evidence whatever that it would bear down upon the point where this car, together with forty or more others of the railroad company, were located at Greenville, Mississippi. The railroad officials had the alternative of attempting to take these cars in a train to high ground some miles distant or to leave them where they were. They decided to move the cars but were unable to get far before the advancing flood water overtook the train and marooned it for some weeks in several feet of water. As it turned out, however, had the cars been left at Greenville the contents would have been uninjured as the flood did not touch the point where they were located. In the trial court the following instruction was given for the plaintiff:

"The court instructs the jury that the plaintiff is entitled to recover in this case, unless the jury believe from the weight of the evidence that the seed sued for were lost or damaged by what is termed, under the law, an act of God; and, to constitute an act of God, it must arise from some violent disturbance of the elements, such as a storm, tempest, or flood, and must be the immediate, proximate and sole cause of the loss or damage, not concurred in by the negligence of the defendant; and the burden of proof is upon the defendant in this case to show from the weight of the evidence not only that the loss and damage to the seed in question was caused by a violent flood, but that the defendant and its employees were free from fault, which did not contribute to, or cooperate with the flood in causing loss or damage to the seed".

The instruction for defendant was in effect a statement that the only duty of the railroad was to use all means at its command to meet the emergency and save property confined to its care from injury and that only neglect to use the means which prudent men in their business might ordinarily be expected to use in such an emergency would subject it to liability.



The appellant contends that if the seed would not have been injured or damaged if the train had been kept in the yard at Greenville, the defendant must bear the loss. In discussing this contention, however, the court quoted from a case in point as follows:

"It is no proof of negligence that because after an injury has resulted it can then be seen how the injury might have been avoided."

The opinion of the lower court was affirmed, holding that the railroad was not negligent in its efforts to protect the seed by attempting to take it to a point which presumably would be safe, and that inasmuch as the railroad did what seemed, in its best judgment, the thing to do it is not subject to criticism or liable for loss if it turns out that by the intervention of an act of God (in this case a flood) the plans of the company did not work out as they ordinarily might have been expected to do.

H. F. Fitts

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WAREHOUSEMAN LIABLE ON OUTSTANDING RECEIPTS  
AFTER SALE OF WAREHOUSE

Commercial State Bank v. Palmerton-Moore Grain Co.  
Supreme Court of Washington, May, 1929, (277 P. 389.)

In this case action was instituted to recover for failure to re-deliver certain wheat stored with the defendant which was represented by its negotiable warehouse receipts duly issued therefor. Inasmuch as bond was given by the warehouse company the surety on the bond was also made party defendant. Judgment was for plaintiff in the amount of \$4000 against defendants and a further judgment of \$1000 against the grain company, being the amount of plaintiff's loss in excess of the amount of penalty on the bond. Upon appeal the judgment was affirmed.

The facts briefly are that the grain company was a licensed warehouseman and owned and operated a number of grain warehouses. One of its warehouses it sold to another party and at the time of sale there was stored therein several hundred tons of grain for which the company's negotiable receipts were then outstanding. It appears that arrangements were made between the parties whereby the purchaser was to take up the receipts and assume responsibility therefor. After the sale, the defendant paid no attention to the warehouse and exercised no control over the purchaser. Subsequent transactions were carried on with respect to the grain covered by these receipts but eventually the purchaser of the warehouse absconded with the result that plaintiff brought suit to recover on certain warehouse receipts outstanding which had been received from the grain company before the sale of its warehouse.

It was urged in the trial that the acts of the purchaser amounted to theft and embezzlement and were such that in no event would the grain company be responsible. The court here, however, did not follow this line of reasoning but indicated that the grain company as a licensed warehouseman had received this grain and issued its receipts therefor; that the



holders relied upon its receipts as they had a right to do; and that there is no known rule which would permit a warehouseman to absolve himself from liability by giving possession of the stored grain to another without first obtaining the consent of the depositor or afterwards obtaining his ratification or release. In this connection the court said:

"Holders of such receipts may, as against the acts of the warehouseman, rely thereon with confidence that the warehouseman who issued them will do his full duty or respond in damages. Such a holder is not required to keep watch of the warehouse in which his grain is stored, or give ear to every rumor which may be afloat. If he believes the warehouseman's bond to be good, he may rest secure until he desires to sell his grain, or, at least, for the period of one year named in the receipts, and thereafter until notified to surrender his receipt and accept the return of his grain. This is not a case of theft in the ordinary sense, but a case in which the warehouseman surrendered the stored grain to one apparently unlicensed and unbonded, putting it in his power to wrongfully dispose of it, and exercised no oversight to prevent his doing so."

H. F. Fitts

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#### CONFERENCE ON FRUIT STOCKS

##### IMPORTATIONS CALLED FOR JULY 19

The advisability of placing further restrictions on the importation of fruit stocks, including cuttings or any classes of them, will be considered at a conference called by the Plant Quarantine and Control Administration of the United States Department of Agriculture for July 19, 1929, at 10 o'clock. The meeting will be held at the offices of the administration at 1729 New York Avenue, Washington, D. C.

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#### FARM PRICE INDEX

##### MAKES SLIGHT DECLINE

The index of the general level of farm prices declined 1 point from May 15 to June 15, and at 135 per cent of the pre-war level on June 15 the index is 10 points below a year ago, reports the Bureau of Agricultural Economics.

The decline from May 15 to June 15 was the result of the continued decline in the farm prices of small grains, hay, cotton, cottonseed, and wool; and the seasonal decline in the price of hogs, veal, calves, sheep, lambs, dairy products and horses. These declines were partially offset by advances in the farm prices of corn, flaxseed, potatoes, apples, eggs and chickens.

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MAINTAINING SATISFACTORY QUALITY AND CONDITION OF WHEAT HARVESTED WITH COMBINES IN THE HARD RED WINTER WHEAT AREA, SEASON 1928, by J. H. Cox and E. G. Boerner of the Grain Division, has just appeared in mimeographed form.

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MARKETING ACTIVITIES

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FARM STORAGE OF WHEAT  
URGED ON GROWERS.

A nation-wide program in which wheat growers are being urged to increase their facilities for storing grain on farms in order to distribute marketings throughout the season to prevent gluts and to secure the premiums for high protein content is being launched by the Bureau of Agricultural Economics.

Recent surveys by the bureau in the hard-red-winter and hard-red-spring wheat areas have shown that a larger proportion of the crop each year is being marketed during the early months of the new crop. The result is that the facilities of the country elevators and the railroads are taxed to the limit, and it becomes physically impossible during this rush period to handle the wheat according to its protein content.

Farm storage for grain, declare bureau officials, will make possible a system of more orderly marketing, reduce car shortage and embargoes, make it possible to handle the crop with less hired help, make it possible to clean grain on the farm and at country elevators, prevent the need of piling the newly threshed grain on the ground, make it possible to condition damp grain before selling it on the market, and enable farmers to sell wheat on a protein basis.

To prevent car shortages or embargoes at terminal markets, farmers are urged to place at least a part of each new crop in properly constructed farm storage bins so as to enable the railroads and the country and terminal elevator operators to better handle and move the marketed grain. Discussing protein premiums, economists of the bureau declare that the payment of premiums for hard wheats of high protein content has become a common practice at many of the interior terminal markets. Protein premiums are now also being paid direct to farmers at many country elevators in the hard-red-winter and hard-red-spring wheat areas.

Grain storages recommended by the bureau may be portable or stationary, and of either temporary or permanent construction. Working drawings for the structures may be obtained from the Bureau of Public Roads. A printed leaflet which discusses fully the advantages of farm storage of grain (Leaflet 46) is being prepared by the bureau for early distribution.

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UNITED STATES STANDARDS for American (Eastern Type) Bunch Grapes have just been issued by the Bureau of Agricultural Economics. Copies of specifications covering these grades may be obtained from the bureau. They cover standards for "U. S. Fancy Table Grapes" and "U. S. No. 1 Table Grapes."



PRODUCE TRUCKED TO  
COLUMBUS (OHIO) MARKET.

During the six months July 2 to December 31, 1928, 7,025 truck loads, aggregating over 13,000,000 pounds, were received on the Columbus, Ohio, wholesale produce market, and constituted 11.7 per cent of the total supply by rail and truck, reports the Ohio Agricultural Experiment Station.

The average truck load weighed 1,897 pounds net, and the average one-way haul was 30.29 miles, although almost 60 per cent of the trucks traveled not more than 10 miles each. The longest haul was made by three trucks originating at Kalamazoo, Michigan, a distance of about 340 miles. Truck receipts constituted almost 20 per cent of the total in August and September, but only about 3 per cent in December.

On the average, more than one-fourth of the total weekly truck arrivals were received on Saturday. The arrivals on Tuesday, Thursday, and Saturday represented about two-thirds of the total weekly receipts.

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VOLUME MOST AFFECTS  
COST IN MILK PLANTS.

Volume of milk received at individual milk plants most affects the cost for each 100 pounds, according to a survey of 83 milk plants in New York milk shed by C. K. Tucker at the New York State College of Agriculture. With an increase in volume of milk, operating costs increase at a slower rate, which results in a lower cost for each 100 pounds in the larger plants.

Of the 83 plants surveyed, 38 were plants shipping raw milk in 40-quart cans, 18 shipped pasteurized milk in cans, 15 shipped pasteurized milk in bottles, and 10 shipped pasteurized cream in 40-quart cans. Two plants manufactured a variety of surplus-milk products. The cost of each 100 pounds of milk also depends on the amount invested in plant and equipment, the arrangement of the plant with reference to labor efficiency, seasonal receipts of milk and the method of refrigeration.

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REPORTING WORK ON TRUCK  
CROPS BEING EXPANDED.

Expansion of the truck crop reporting work of the Division of Crop and Livestock Estimates, effective July 1, has been announced by the Bureau of Agricultural Economics. Eight traveling truck crop specialists will give practically their entire time to the collection of truck crop statistics, the country having been divided into a number of districts, with truck crop specialists assigned to the various districts.

Semi-monthly reports are to be issued on canning crops and other truck crops during the growing season, much of the information to be released through market news channels rather than through special releases. The truck and fruit crop estimating of the division has been merged and placed under the charge of Paul L. Koenig, formerly senior statistician for Pennsylvania.



EXCERPTS FROM SECRETARY HYDE'S  
INDEPENDENCE DAY SPEECH.

"There are those who shudder at the thought that agriculture is doomed and that farmers are about to be reduced to a condition of peonage \*\*\*\*\*I do not share their fears\*\*\*\*\*Nor is there cause for alarm in the trend of population from the farm to industry\*\*\*\*\*The number of farmers engaged in agriculture is not the main consideration\*\*\*\*\*It is no service to the farm family to keep it on the land, at the cost of a declining standard of living\*\*\*\*\*The plight of agriculture is partly due to the readjustments of modern life and industry\*\*\*\*\*In every field of activity, this process is going on\*\*\*\*\*We have poured millions into drainage districts and reclamation projects. This was economically sound as long as we could produce farm commodities cheaply enough to sell at a profit on the world market. But now our costs have risen, our capital investment is too great, our overhead expenses per family are too high, to produce profitably for the world market. We awake to find ourselves with an agricultural plant too large for our domestic needs.

"The American farmer is the most efficient farmer in the world. \*\*\*\*\*In the last ten years he has increased his output per man by 30 per cent\*\*\*\*\*He has successfully supplied the Nation's needs, and produced a surplus in many crops in addition. And in that surplus lies one of his problems\*\*\*\*\*There are some measures which will be generally helpful. The tariff as a means of protecting the home market for the home producer will help.\*\*\*\*\*The development of inland waterways, farm to market roads and other methods of cheaper transportation will help\*\*\*\*\*Research, broadly and practically carried forward to find new markets, new uses for general farm products and profitable uses for waste products will help. Further development of reclamation projects, either by irrigation or drainage, should await the time when such action is economically necessary.

"One general answer to farm problems is organization - organization to control marketing, to standardize output, to eliminate the waste and duplication of a marketing and distributing system which, generally speaking, absorbs two dollars for every one dollar it returns to the farmer. \*\*\*\*\*By the long arm of his own organization, the farmer can make himself felt beyond his line fences and in the markets of the world. Through his organization, the farmer can get information as to commodity supplies, can bring his production within the limits of demand, can control the surplus problem by preventing it.

"To assist in the organization of agriculture; to take the problems of the various farm commodities out of the realm of politics and partisan bickering, and to meet them in the realm of economics; to set up an authoritative tribunal which shall study each separate problem, and afford leadership for agriculture in all its phases; and to do this, not by subsidy nor by governmental dabbling in business, but by helping the farmer to help himself through his own organizations - this is the aim and purpose of the Farm Relief Bill."

NORTH CAROLINA REPORTS  
PROGRESS OF RESEARCH.

The results of five years' research in farm organization and management in each of the four typical farming areas of North Carolina are being published by the North Carolina Experiment Station in a series of bulletins, three of which have been issued, and a fourth is now in preparation.

"Profitable Farm Organizations for the Coastal Plain of North Carolina" has been issued as Research Bulletin No. 1; "Profitable Farm Combinations" dealing with conditions in the lower coastal plain has been published as Station Bulletin No. 252, and "Systems of Livestock Farming for the Mountain Region of North Carolina" has been issued as Experiment Station Bulletin No. 260. A fourth bulletin now in preparation deals with the farm organization and management in Northampton County.

The progress of other research reported by the North Carolina Experiment Station in its Fifty-First Annual Report include surveys of agricultural credit problems in North Carolina, farm taxation, cost of production, farm income, and cotton marketing.

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STRAWBERRY AND POTATO  
REPORTS ARE ISSUED.

During the early part of the season for most of the important fruits and vegetables the Bureau of Agricultural Economics issues special mimeograph reports summarizing the crop and market prospects for the particular commodity. These summaries are of interest to growers, shippers, and dealers who handle the respective crops and are of value to statisticians and economists for reference purposes. There has been a large demand for these reports which combine statistical tables with an analysis of the current situation.

Summaries released to date include "Strawberries in 1929," and "Early and Mid-Season Potato Summary, 1929," copies of which may be obtained from the bureau.

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APPLE TREES CUT BY MILLIONS  
YET PRODUCTION IS MAINTAINED.

In twelve of the last fifteen years the average farm price of apples has been below the general pre-war wholesale price level of all commodities. As a result, millions of apple trees have been removed and others have been neglected. From 1910 to 1925 the number of apple trees in the United States decreased nearly 40 per cent, but production has been practically maintained, according to the apple survey of the Bureau. A marked tendency toward the concentration of commercial apple orchards in the more favorable sections and a gradual elimination of unprofitable orchards are reported. These tendencies are accompanied by a drift toward the concentration of production in fewer varieties.



SHIFTS IN WHEAT  
ACREAGES ANALYZED.

Seven varieties of wheat were in the million-acre-or-more class in 1924, whereas in 1919 twelve varieties were grown on a million or more acres each. In this five-year period between census reports, says the Bureau of Agricultural Economics, wheat acreage dropped from nearly 73,000,000 acres to less than 51,000,000 acres as the result of a recession of war-time demand.

In both these years, 1919 and 1924 Turkey and Marquis were the principal varieties and occupied the largest areas. Other principal varieties in 1924 were Kanred, Fulcaster, Fultz, Blackhull, and Poole. In 1919 the order of importance of the principal wheat varieties as indicated by the number of acres grown were Turkey, Marquis, Fultz, Mediterranean, Fulcaster, Poole, Preston, Haynes Bluestem, Pacific Bluestem, Red May, Red Wave, and Harvest Queen.

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PUBLICITY NEEDED FOR  
AMERICAN DRIED FRUIT ABROAD.

A more active campaign of education in the interest of American dried fruits would have good results in the opinion of the European dried fruit trade, reports M. J. Newhouse, consulting specialist of the Bureau of Agricultural Economics, recently returned from a ten months' study of post-war dried fruit marketing developments in Europe.

The increasing demand for fresh fruits in European countries in recent years, Mr. Newhouse says, particularly for apples, oranges, bananas and plums, constitutes the outstanding feature of the European fruit market situation since the war. While this increase is due partly to more adequate transportation facilities, particularly from the Southern Hemisphere which makes possible the marketing of fresh fruit the year round, one must not overlook, Mr. Newhouse points out, the effect of the widespread publicity that is being given to fresh fruits in many European countries.

Many fresh fruit advertising campaigns are being conducted either by large individual fruit companies featuring their own particular brands or through the united effort of auction houses and trade factors. In Germany, six distinct fresh fruit campaigns are now in progress, the form of such publicity being largely along conventional lines, including newspapers, periodicals, store and window displays. In the dried fruit line the Greek Currant Syndicate is doing some effective publicity work in Great Britain and Germany, and Australian and South African dried fruit products are being advertised with good results by the British Empire Marketing Board. The dried fruit industry of the United States in general, however, remains neglected, according to Mr. Newhouse.



RECENT MIMEOGRAPHS  
Bureau of Agricultural Economics.

"The Market for Alfalfa Hay," radio talk by W. A. Wheeler.

"Economic Value of Cold Storage to the Poultry and Egg Industry," radio talk by Roy C. Potts.

"Producing High Quality Alfalfa," radio talk by Edward C. Parker.

"Foreign Market Notes," radio talk by Dr. O. C. Stine.

"More and Better Market News," radio talk by J. Clyde Marquis.

"Developments in the Spring Lamb Market," radio talk by C. A. Burmeister.

"The Chief Problem of the Farm Manager," radio talk by H. M. Dixon.

"Harvesting with a Combine," radio talk by L. A. Reynoldson.

"The Price Situation," radio talk by E. J. Working.

"The June 1929, Pig Survey," radio talk by C. L. Harlan.

"List of Rice Grading Apparatus and Firms from Whom Same can be Purchased."

"Some Commercial Firms and Associations Who Build or Furnish Plans for Corn Cribs and Granaries."

"Some Manufacturers of Commercial Grain Driers."

"Marketing Northwestern Fresh Prunes, Summary of 1928 Season."

"Marketing (Western Slope) Colorado Apples, Summary of 1928 Season."

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"The Watermelon Industry of Georgia" has been issued as Bulletin 369 by the Georgia State College of Agriculture, Athens, Georgia. This bulletin discusses production and marketing practices and indicates the possibilities for expansion of the industry.

"Developing New Markets for Missouri Butterfat" has been issued as Bulletin 267 by the Missouri Experiment Station, Columbia, Missouri.

"Boll Weevil Control by Airplane Dusting," Bulletin 394 by the Texas Experiment Station, College Station, Texas.

"Beef Production on the Farm" has been issued as Farmers' Bulletin 1592 by the U. S. Department of Agriculture.

"Maintaining the Health of Livestock in Transit" has been issued as Leaflet 38 by the U. S. Department of Agriculture.

"1928 Crop and Livestock Review" has been issued in mimeograph by the Massachusetts Division of Markets, 136 State House, Boston.

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### WHEAT INSPECTION SERVICE

#### ON EASTERN SHORE OF MARYLAND.

U. S. Department of Agriculture

A limited inspection service for wheat marketed on the Eastern Shore of Maryland during a period of from six to eight weeks, beginning July 1, is being conducted cooperatively by the Maryland State Department of Markets, Maryland Agricultural Experiment Station, and the United States Department of Agriculture. A grain inspection laboratory has been set up at Easton, and a licensed Federal Grain Inspector placed in charge.

Under the plan of operation, farmers, millers, elevator operators and shippers of grain, have been invited to apply for inspection of their grain after it has been threshed and when it is ready for marketing. The grain inspector takes the necessary samples to the laboratory where they are tested for weight, moisture, garlic, dockage, etc, and a certificate showing the grade of the wheat is furnished on the same day to the owner or shipper of the grain sampled. A nominal inspection fee of 50 cents is charged.

Growers of the Eastern Shore have received information regarding the grade of grain only after the grain had been shipped to Baltimore or Philadelphia to be graded. This has resulted in considerable dissatisfaction. Dealers desiring to ship grain to Southern markets also have been compelled to ship the grain first to Baltimore or to Philadelphia to be graded, and then to re-ship to the South.

Should the new inspection service prove practicable, efforts will be made to put the work on a permanent basis. Average annual shipments of grain from the Eastern Shore aggregate 2,600,000 bushels.

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### GOOD HOG OUTLOOK

#### FOR NEXT TWELVE MONTHS.

Supplies of hogs for slaughter during the next twelve months are expected to be somewhat less than during the past year, but if farmers react as usual supplies may increase in the latter part of 1930, according to the hog outlook report of the Bureau of Agricultural Economics.

"If hog producers react to the situation as they have responded to similar conditions in the past," says the bureau, "there probably will be an increase in farrowings next spring. This, together with prospective European increases will tend to start prices on the downward swing of the cycle during the latter part of 1930. An increase in the spring pig crop in the Corn Belt States in 1930 equivalent to the decrease of 4 per cent in the spring crop of 1929 would be in fair proportion to average corn production, and probably bring a price high enough to result in at least an average ratio to the price of corn, but not high enough to encourage any undue expansion of production in areas outside of the Corn Belt."



GEORGIA WANTS COMMISSION  
MERCHANTS LICENSING LAW.

"We need a law in Georgia licensing commission merchants and brokers who handle farm produce and that will require them to make an itemized statement of the sale of all produce that they handle on a commission basis," declares Eugene Talmage, Commissioner, Georgia Department of Agriculture.

"Last year, he says, "we had an experience with a commission firm that cost the Bureau of Markets over \$100, making settlement on some watermelons. This year the same company was tried on only one car of watermelons shipped from Statesboro, Georgia, June 29. They were 30 pounds average, Dixie Belle watermelons from fresh vines. All the other melons from this point brought a good price. We had a representative in Cincinnati, Ohio, who inspected this car on July 2, and reported it in good shape. When it reached the commission firm at Columbus, Ohio, the later reported that the best they could get for the watermelons was freight charges.

"In every instance of this kind I am going to publish the name of the company and put the farmers of Georgia on notice. I am also going to notify the Department of Agriculture in every State of the Union when I find a commission merchant dealing this way with the farmers. I am doing that in this case."

WHEAT PRICES ARE  
EXPECTED TO IMPROVE.

"The world's carryover of wheat," says the Bureau of Agricultural Economics, "appears to be about 100 to 125 million bushels in excess of the carryover on July 1 last year. But weather and crop condition reports to July 12 indicate that the world's wheat crop may be about 325 million bushels less than last year, and the world's supply therefore about 200 million bushels less than last year. Allowing for an increase of 70 million bushels annually in the world's demand for wheat, normally this reduction in supply would have the effect of raising world prices about 25 cents per bushel. Considering the large carryover of wheat in the United States, the market price for export wheat might not be increased by so much as 25 cents per bushel. It appears, however, that an increase of 15 to 25 cents per bushel over the average for the past season might be expected."

A 19-page mimeograph report entitled "World Wheat Crop and Market Prospects" was issued by the bureau on July 15, copies of which may be obtained on request.

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BUTTER STORAGE STOCKS  
INCREASE OVER LAST YEAR'S.

Cold storage stocks of creamery butter on July 1 are reported at 91,911,000 pounds compared with 69,750,000 pounds on July 1 a year ago, and a five-year average of 76,903,000 pounds, by the Bureau of Agricultural Economics.

Larger supplies of American cheese and frozen poultry as compared with July a year ago are reported, but decreases are shown for case eggs, meats, and lard.



WISCONSIN MARKETS DEPARTMENT  
ENFORCES UNFAIR TRADE LAW.

A special order against a Watertown (Wisconsin) hatchery to cease and desist from making false and misleading claims in its advertising of baby chicks was issued by the Wisconsin Department of Markets under the unfair-trade law on July 11.

The order directs the hatchery to stop advertising the baby chicks and other poultry which it sells as R.O.P. or Record of Performance stock, or its equivalent, or as having been bred by R.O.P. stock, when such is not the fact. The company is required by the order to have in its possession the official certificates showing the R.O.P. grade of its poultry before it repeats the claims heretofore made in its advertising. The R.O.P. grade is provided for in Wisconsin under the rules and regulations of the Department, and is the highest grade established for production poultry. It is also established in other States and in Canada as an official grade, supervised by a Government department.

Action of the Wisconsin Department of Markets was taken under a statutory provision which makes it the duty of the Department to prohibit unfair methods of competition. In the case in point the unfair trade law was employed as part of the Department's program for standardization and grading of farm products. In regard to hatcheries the Department has established a Wisconsin Standard Chick trade-mark which permits hatcheries to sell their chicks or production poultry under three grades, of which R.O.P. is the highest. This grade requires that the breeding hens lay 200 eggs in 365 consecutive days, and that approved R.O.P. cockerels have an individual pedigree showing dams whose production records are not less than 225 eggs in 365 consecutive days.

The Department is devoting a great deal of effort to the enforcement of the provisions under these trade-marks with the purpose of stimulating improvement in the quality of Wisconsin baby chicks and enabling producers to get the premiums they are entitled to for quality products. It is the Department's belief that a grading program requires not only the strict enforcement of the grade requirements, but also that those who meet the requirements be protected against the false advertising of those who do not meet them but claim to have something "just as good".

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MINNESOTA REPORTS INCREASE  
IN SEED CERTIFICATION.

Greatly increased interest in certification of field seeds is manifested by the large number of applications received at University Farm, St. Paul, by the Minnesota Crop Improvement Association which carries on this service for its members, reports the Minnesota Agricultural Extension Service. Nearly 600 requests for field inspections have been received, which is double the number received in any previous year. Inspectors are now at work on wheat, oats, barley, flax, and rye fields. Certification requires field inspection of small grain and later on a bin or laboratory inspection for purity and germinating ability.

### FARM PRICES OF HIGHER LEVEL.

Since June 15 there has been a marked recovery in grain prices, particularly on wheat and rye, reports the Bureau of Agricultural Economics in its July 15 statement on the price situation. Prices of potatoes, cattle and hogs have also advanced. Lambs, butter and cotton are now lower than on June 15, but as a result of the recent improvement in prices of grain, cattle, and hogs, the general level of farm prices at the middle of July is higher than on June 15 and is likely to remain so during the next two months, the bureau says.

"Present conditions suggest that the course of wheat prices through this summer and fall may continue to be somewhat like that of 1924 but an exact repetition is not to be expected. Unless the world crop turns out to be shorter than now indicated, the rise is hardly likely to be as great as in the fall of 1924. Oats prices during the first few months of the new season are likely to average close to present levels though temporary variations are to be expected."

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### AGRICULTURE APPROACHING INDUSTRIAL BASIS.

"American agriculture is rapidly going onto an industrial basis and is now undergoing a revolution as important in its way as the industrial revolution from which America emerged as an industrial giant," declares Dr. Henry G. Knight, Federal Bureau of Chemistry and Soils. "The inevitable trend toward scientific agriculture indicates a higher future for the American farmer.

"Much promise for the farmers of the South lies in the rapid industrialization of farming with the increasing utilization of by-products and farm wastes. Sugar-cane bagasse from the South is in demand for wall board; paper pulp is being manufactured by a northern factory from corn-stalks; low grades of corn in the Middle West are being converted by fermentation into grain alcohol, acetone and other products, and on the Pacific Coast the citrus fruit growers have learned how to convert formerly worthless fruit culls into manufactured products that now sell for approximately \$13 a ton."

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### NEW YORK WOMEN TO INSPECT MARKETS.

An inspection tour of New York City markets on July 23 to 25, by rural homemakers and home demonstration agents has been arranged by the New York State College of Agriculture. The women will visit the wholesale produce markets; the Fulton fish market, and the egg markets. They will also visit the West Side Stock Yards where sheep, hogs and cattle are slaughtered. Other points will include the wharfs where bananas are handled, and milk receiving stations.



NORTH DAKOTA REPORTS  
ON COMBINE STUDY.

On the basis of 600 acres, the total cost of harvesting wheat with a 16-foot combine averaged \$1.52 per acre when direct combined, and about \$2 when the windrow pick-up method was used, according to the North Dakota Agricultural Experiment Station in a report of a survey of practices and costs in using combined harvester-threshers in North Dakota.

When harvesting and threshing this acreage with three 8-foot binders and thresher, the Station says, the total costs averaged \$3.32 per acre, and \$3.26 if only two 8-foot binders were used. On the basis of 500 acres the total of direct combining with the 10-foot machine amounted to \$1.54 per acre.

The survey was made in cooperation with the Bureau of Agricultural Economics and other bureaus in the United States Department of Agriculture, and the results reported in Bulletin 225 issued by the North Dakota Experiment Station, Fargo, North Dakota.

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FARM LABOR SUPPLY  
REPORTED AS ADEQUATE.

The supply of farm labor this season is sufficient to meet demand in practically all parts of the country, reports the Bureau of Agricultural Economics. Although the supply is somewhat smaller than on July 1 last year, due to the increased volume of industrial employment, the supply as a percentage of demand is reported at 101.7 per cent whereas a year ago at this time it was 105.5 per cent.

Farm wages are also reported as being slightly higher than a year ago, being 173 expressed as an index number, compared with 170 last July, the 1910-14 average being used as a base of 100. Wage increases over July 1928 are general throughout the country except in the South Atlantic States where rates are slightly lower.

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COMMITTEE NAMED TO  
AID PECAN INDUSTRY.

Closer coordination of all activities of the United States Department of Agriculture relating to the pecan industry with a view to working out a program of research which will prove to be of maximum service to growers is the objective of a committee of departmental specialists appointed by Dr. A. F. Woods, director of Scientific Work in the department.

Members of the committee are: Dr. E. C. Auchter, chairman; Dr. J. J. Skinner; Dr. Bennet A. Porter; Dr. R. R. Pailthorp, and S. H. McCrory. The committee will review and consider all projects proposed by the department and work out a program that will enable growers to develop their industry.

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CHRIS. L. CHRISTENSEN, in charge of the Division of Cooperative Marketing, Bureau of Agricultural Economics, has been made Secretary of the recently created Federal Farm Board.

SECRETARY HYDE INDORSES BILL  
PROVIDING PROTEIN TEST FOR WHEAT.

Secretary Hyde of the United States Department of Agriculture, in a recent communication to Representative Haugen, chairman of the House Committee on Agriculture, indorsed the bill (H.R.2160) "to provide for producers and others the benefit of official tests to determine protein in wheat for use in merchandising the same to the best advantage, and for acquiring and disseminating information relative to protein in wheat." Secretary Hyde wrote Representative Haugen, in part, as follows:

"This is a matter of considerable importance to wheat growers. I have given the bill very careful consideration and am of opinion that it is a distinct step forward in that it contemplates putting in the hands of producers of wheat with a high protein content, and which brings a premium when sold at the terminal market, information and facilities which will enable them to secure the reflection of such premiums to the producers who usually market their wheat at country points. This department feels that there is need for facilities which will enable the grower to know and to realize on the protein content of his wheat."

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SPECIALISTS APPOINTED TO  
STUDY FRUIT FLY.

Appointment of specialists to study and report on the fruit fly in Florida has been announced by Secretary Hyde of the United States Department of Agriculture. These specialists are: Vernon Kellogg, National Research Council; H. A. Morgan, University of Tennessee; T. P. Cooper, Kentucky College of Agriculture; Victor R. Gardener, State College, Michigan; T. P. Headlee, Rutgers College, New Brunswick, New Jersey; G. A. Dean, Kansas Agricultural College, and H. J. Quayle, University of California. After a study of the situation, these specialists will report on the possibility of eradication, and make recommendations as to future policy.

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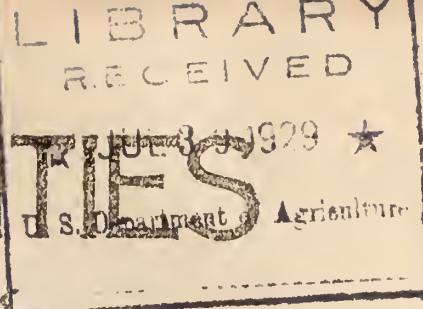
CONTRACTS FOR FEDERAL-STATE shipping point inspection of peaches and apples in the Hancock section of Maryland this season have been signed. It is expected that the peach movement consisting of approximately 200 cars will start about August 15 to 20, and last for about two weeks. The movement of apples in the same area is estimated at from 430 to 500 cars.

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"THE CORN ENTERPRISE IN IOWA" has been issued as Bulletin 259 by the Iowa Agricultural Experiment Station, Ames, Iowa.

"AN ECONOMIC STUDY OF THE PRODUCTION OF TOMATOES IN MARYLAND," has been issued as Bulletin 304 by the Maryland Agricultural Experiment Station, College Park, Maryland; also "An Economic Study of the Production of Sweet Corn and Peas in Maryland" as Bulletin 305.





# MARKETING ACTIVITIES

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July 24, 1929

Vol. 9. No. 30

### REPORT ON FRUIT FLY ERADICATION MADE TO SECRETARY HYDE.

The committee of seven appointed by the Secretary of Agriculture to make "careful studies of the present status and possibilities for eradication of the Mediterranean fruit fly, also to study the desirability of the maintenance or extension of the present program or alternative possibilities of commercial control," has submitted its report to the Secretary, discussing briefly the economic background, eradication or control, plan of eradication, and progress made in eradication. The report contains a revised program of work to eradicate the Mediterranean fruit fly.

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### POULTRY OUTLOOK INDICATES INCREASING PRODUCTION.

The mid-summer outlook report of the Bureau of Agricultural Economics, issued on July 22nd, indicates that increased supplies of poultry are in prospect this fall and winter, with some reductions in poultry prices probable. Egg supplies are expected to be rather low and egg prices to be well maintained through the fall, but probable increases in production in the late winter and spring seem likely to reduce prices somewhat below the levels of a year earlier, unless an unexpected proportion of the flocks are marketed this fall.

### NEW SERVICE ON NEW JERSEY FRUIT AND VEGETABLE SHIPMENTS.

A new information service on estimated daily shipments of fruits and vegetables by New Jersey producers was started on July 19 for the benefit of the shippers and receivers under a cooperative agreement between the New Jersey State Department of Agriculture, New Jersey Agricultural College, and the Bureau of Agricultural Economics of the United States Department of Agriculture. Daily reports giving the estimated amount for the next day's market of various New Jersey products moving to Newark and the New York City market will be posted in the Newark jobbing market and in the New York City Washington Street market. This will be conducted as an experiment for a short period to ascertain whether it is possible to provide satisfactory information for the trade by estimating probable supplies for the following day's market.

MARKET NEW SERVICE ON GRAIN, HAY  
AND FEED PUT ON NATIONAL BASIS

With the opening of three new offices in the West the Bureau extends its market news on grain, hay and feed to the Pacific Coast, making the service nation-wide. Offices were opened at San Francisco and Los Angeles, Calif., and at Portland, Oregon on July 15.

Expansion of the service was provided for by Congress in the appropriation which became available July 1, 1929. Up to this time market news on grain, hay, and feed has covered principally the area east of the Rocky Mountains; field offices have been established for several years at Minneapolis, Chicago, and Kansas City. Trained specialists will be placed in the new offices to collect information and disseminate reports giving interpretations of the current market situation, as is now being done at the offices already in operation.

GOVERNMENT TOBACCO GRADING  
SERVICE TO START JULY 30.

Government tobacco grading service at Lake City, South Carolina, on July 30, to be followed by establishment of the service at one market in North Carolina, three markets in Virginia, two in Kentucky and one in Tennessee will be inaugurated by the Bureau of Agricultural Economics, United States Department of Agriculture.

Frank B. Wilkinson, staff member of the Bureau's tobacco section, and William R. Wilson, Government tobacco grader, are now at Lake City making arrangements necessary to begin the service at the opening of the marketing season. Between now and July 30 the tentative standard tobacco grades will be studied for a possible reduction in the number of grades, and a corps of Government graders will be coached in the application of standards.

CERTIFIED POTATOES IN DEMAND.

North Dakota has established official registration and certification for potatoes under the supervision of its pure seed laboratory. This is done to satisfy the demand of North Dakota growers and commercial buyers, and also the distant buyers of potatoes who are interested in the quality of seed for which they ask, and particularly in its freedom from disease, according to Dean Bolley, Pure Seed Commissioner of the North Dakota Agricultural College.

U. S. STANDARD GRADES FOR FRESH TOMATOES (1929) have just been promulgated by the Bureau of Agricultural Economics in mimeographed form.



CHRISTENSEN MADE SECRETARY  
OF FEDERAL FARM BOARD.

Chris L. Christensen, Head of the Division of Cooperative Marketing of the Bureau of Agricultural Economics, has been appointed secretary of the recently created Federal Farm Board. Mr. Christensen is an authority on agricultural cooperation and has been in charge of cooperative marketing research in the Department of Agriculture since 1925. In addition to his college work in this country, Mr. Christensen took graduate work in agricultural economics at the University of Copenhagen, Denmark, and the Royal Agricultural College of Denmark.

FARM RETURNS FOR 1928.

The Bureau of Agricultural Economics reports that farm returns in 1928 showed improvement over 1927 and were the best for any year since the post-war agricultural depression, according to the annual survey of farm returns. The average net return based on reports received from about 1,200 owner-operated farms is \$1,334 for the year 1928 as compared with an average return of \$1,290 on 14,000 farms in 1927.

SPECIAL COMMITTEE APPOINTED  
ON RANGE PROBLEMS AND POLICIES.

Dr. A. F. Woods, Director of Scientific Work of the U. S. Department of Agriculture, has announced the appointment of a special committee of Department specialists to consider range livestock problems and research. "Important questions are arising regarding the work of the Department in range livestock production," said Dr. Woods. The committee will review the projects bearing on the subject, and will present a program for the cooperating bureaus.

"AGRICULTURE NEEDS STRENGTHENED RESEARCH" is the title of a short article contributed by Secretary Hyde to the August issue of The Country Gentleman.

LAMB AND MUTTON SUPPLIES  
ARE LARGER THIS YEAR.

Supplies of mutton and lamb in the United States in recent months have been somewhat larger than a year ago, with prices on a somewhat lower level, reports the Bureau of Agricultural Economics. Imports so far this year have been slightly larger than during the corresponding period last year, but still represent less than one per cent of the estimated total domestic production.

SPANISH ONION SHIPMENTS  
TO THE UNITED STATES.

Shipments of Spanish "babosa" onions to the United States from July 8 to July 18 amounted to 6,215 half cases and 13,960 crates, according to a cable received in the Foreign Service of the Bureau of Agricultural Economics from Consul Clement S. Edwards at Valencia. This brings total shipments thus far this season, from late in May to July 18, up to the equivalent of 127,000 bushels as compared with 142,000 bushels from late in May to July 11 last season.

GOVERNMENT POLICY TOWARD COOPERATIVE MARKETING.

The policy of the Federal Government toward the agricultural cooperative marketing movement will be discussed by Secretary Author M. Hyde of the United States Department of Agriculture, ex officio member of the recently created Federal Farm Board, at the Institute of Cooperation at Baton Rouge, Louisiana, July 29. Other members of the Federal Farm Board have also announced their intention to attend the Institute.

TWO MORE STATE DEPARTMENTS ASSIST IN  
SPREADING MARKET NEWS IN SOUTH.

Director Bura Hilbun, of the Mississippi Agricultural Service Department has signed an agreement with this Bureau to maintain a market news service in Mississippi. This service began July 15. The news is being distributed by the Mississippi Department from its Jackson office through the local newspapers, the Associated Press, by the mailing of mimeographed and printed reports, and through the medium of a radio station which is now under construction. The Mississippi Department has employed a market news editor to carry out the distribution program. Five field men of the State Department are spreading the word about the service to farmers and assisting them in getting the kind of information they most need.

The State Division of Markets at Nashville, Tennessee, has signed a similar agreement for market news in that State. Distribution of the news began on July 15. Two radio stations--WSM and WLAC--broadcast the reports twice daily. The Chief of the Division of Markets, Nelson Rue, is spending the next three months touring the State in an effort to interest the farmers and farmers' organizations in the service.

Other State agencies that are now assisting in the distribution of market news information in the South are the State Departments of Agriculture of Alabama, Florida, Texas, and Oklahoma.

J. C. Gilbert has just returned from Jackson, Mississippi, and Nashville, Tennessee, where he assisted the State officials in setting this market news service in operation.

CONNECTICUT CROP AND LIVESTOCK REVIEW, 1928, Bulletin No. 2, has been issued by the Connecticut State Department of Agriculture.



Oregon Regulations Covering Importation of Hatching Eggs and  
Baby Chicks and Poultry Upheld.

The case of Must Hatch Incubator Co., Inc., v. The Governor of Oregon et al. was recently decided on appeal in favor of the State of Oregon. It is reported in 32 (2nd) Federal Reporter, on page 714. The question involved is the right of the State of Oregon to impose regulations, restrictive in nature, upon the shipment into that state of hatching eggs, baby chicks, and poultry.

The plaintiff, a California corporation, brought suit to restrain the defendant Governor from enforcing the regulations of the state live stock sanitary board, made in pursuance of an act of the Legislature passed in 1913 (Laws, 1913, p. 34). These regulations read:

"All hatching eggs, baby chicks, growing and breeding stock, transported or otherwise moved into the state of Oregon, must be accompanied by an official health certificate certifying as follows:

"1. That all hatching eggs, baby chicks and growing stock have come from parent stock which has been found free from bacillary white diarrhea by the application of the agglutination test within twelve months immediately prior to the time when such hatching eggs, baby chicks or growing stock are transported or moved into the state.

"2. That all stock to be used for breeding purposes have been tested by the agglutination method within the twelve months prior to importation and found free from bacillary white diarrhea:

"Provided, however, that eggs for immediate consumption or storage, stock for immediate slaughter, and stock for exhibition purposes, and official egg-laying contests be not included in this order.

"All certificates for importation or interstate movement of poultry must be approved by the recognized live stock sanitary officials of the state of origin."

Plaintiff contends that enforcement of these regulations would constitute an unlawful attempt to regulate interstate commerce, and would contravene section 8 of article 1 of the U. S. Constitution.

It appears that there is no authorized inspection in the State of California which could cover the requirements of the Oregon law, and plaintiff contends that the enforcement of such law would seriously affect, in fact, destroy, its business in the State of Oregon and result in irreparable injury.

In discussing the right of a state to impose quarantines, the court said:

"While we unhesitatingly admit that a state may pass sanitary laws, and laws for the protection of life, liberty, health, or property within its borders; while it may prevent persons and animals suffering contagious or infectious diseases, or convicts, etc., from entering the state; while for the purpose of self-protection it may establish quarantine, and reasonable inspection laws - it may not interfere with transportation into or through the state, beyond what is absolutely necessary for its self-protection. It may not, under the cover of exerting its police powers, substantially prohibit or burden either foreign or interstate commerce.

"The Governor's proclamation declares it to have been determined that the poultry industry of Oregon is suffering a severe loss annually from bacillary white diarrhea in baby chicks, and the regulations provide that the importation of hatching eggs and baby chicks and growing and breeding stock of poultry must be accompanied by an official health certificate."

"There can be no question of the power of the state Legislature to exclude the importation of eggs or chicks that will result in disease to the poultry of the state, there having been no act of Congress covering the matter."

Inasmuch as Congress has not by law covered the subject here in question it is held that the State of Oregon has not entered a field from which it has been excluded by Congress. The court further held that the provisions of the State law were not unreasonable and that therefore the plaintiff was not entitled to the relief sought.

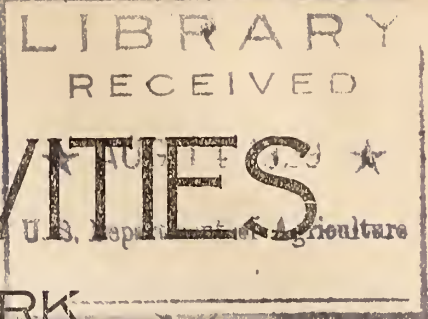
H. F. Fitts.

EDGELEY SUB-STATION REPORT FOR YEARS 1922 to 1928, and WHEAT SITUATION, FARM STORAGE AND FEEDING VALUE, are bulletins recently issued by the Agricultural Experiment Station of North Dakota Agricultural College.

COMPLETE FARM AND HOME WEEK PROGRAM, to be held at the Connecticut Agricultural College, Storrs, from August 3 to 9 is announced in the July issue of the Connecticut Agricultural College Review.

RELATIVE COSTS OF EXTENSION METHODS WHICH INFLUENCE CHANGES IN FARM AND HOME PRACTICES, by H. J. Baker, Director of Extension, New Jersey, and M. C. Wilson, in charge, extension studies, Office of Cooperative Extension Work, being Technical Bulletin No. 125, has been issued by the United States Department of Agriculture.





# MARKETING ACTIVITIES

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July 31, 1929

Vol. 9. No. 31

### NEW HAMPSHIRE PROMULGATES GRADES.

The Weekly Market Bulletin of the New Hampshire Department of Agriculture, Bureau of Markets, carries the announcement that by virtue of the authority vested in the Commissioner of Agriculture of the State of New Hampshire by Chapter 27 of the Laws of 1929, the Commissioner of Agriculture fixes, establishes and promulgates standards and grades for hens' eggs and apples, which shall become the official standards of the State of New Hampshire for the purposes of said law on the first day of August, 1929. The details of these standards are indicated in the announcement.

### IOWA STARTS EGG MARKETING PROJECT.

A state-wide project to teach farm women to sell eggs on grade and to teach town women to buy eggs on grade is being started cooperatively by the Iowa Federation of Women's Clubs, Iowa Farm Bureau Federation Women, Iowa State Department of Agriculture and the Extension Service of Iowa State College, Ames. In a new circular issued by the Extension Service at Ames, it is pointed out that not over 5 per cent of the eggs from Iowa farms are sold at present on a quality basis. Yet all of Iowa's eggs are sold on a quality basis that go to the eastern markets.

### TWO THOUSAND GROWERS MARKET WOOL IN THIRTY POOLS.

Over 2,000 sheep growers of the State sold 460,000 pounds of wool in 30 cooperative pools this Spring. This was an increase of over 200,000 pounds over any previous year of the ten that the pools have been conducted, according to A. L. Jerdan, extension marketing specialist.

The pools were conducted under the direction of Mr. Jerdan, in co-operation with County Agents, Farm Bureaus and County Wool Marketing Committees. The wool consigned to each pool was graded by Mr. Jerdan and sold to the highest bidder. Prices received were somewhat lower than last year but are considered satisfactory in view of the general wool market situation which has been depressed by large stocks for some months. (Tennessee Extension Review.)

THE COLD STORAGE OF EGGS AND POULTRY by Thomas W. Heitz, of the Bureau of Agricultural Economics, being Circular No. 73, has been issued by the Department.

U. S. Dept. of Agriculture  
Attn., Miss Trolinger,  
Washington, D. C.



SECRETARY HYDE DISCUSSES COOPERATION.

In Secretary Hyde's address at the session of the American Institute of Cooperation, Baton Rouge, Louisiana, on July 29, he said:

"The Government's attitude toward the cooperative movement is a natural development of its traditional policy of fostering and encouraging agriculture. The establishment of the Department of Agriculture; the aid granted to the land grant colleges and the experiment stations; the millions of dollars of Federal money spent for research, teaching and extension work in agriculture; these are evidence that the Government recognizes the prosperity of agriculture to be essential not only to the welfare of the farmers but to the well being of the Nation."

Continuing, the Secretary touched on the difficulties which could not be overcome by the individual producer; that in view of the large number of farm units competition existed between them which in industry has been reduced to the marketing of its product through the merger of the small, independent factories; that the farms of this country cannot be merged nor is there any desire to do so, but that the inherent difficulties of the present farm situation no doubt can be met through organization, for the development of better grading and packing, the maintenance of grade standards and the adjustment of production to demand, for marketing and distribution, economically and efficiently, and for the purpose of meeting the many questions with which the farmers as a group are directly concerned.

The Secretary referred to the old practice of private bargaining with the buyer, meaning usually a low price to allow the middleman his sure profit, and then to the present day, approved method of combining the products of many farm units to exert an appreciable effect upon the market. He traced the early efforts in cooperation and the troubles which they met from hostile or unfavorable interests; also the action of the Government in charting a course to correct the situation and to encourage the cooperative movement through assistance in every proper way, as evidence of which were cited the Clayton amendment to the Sherman Act, the Capper-Volstead Act, approving from a Federal standpoint the cooperative form of organization, and removing the disabilities which threatened the existence of the cooperative movement. This was referred to not as a special interest but as a simple act of justice. Other citations along this line were the agricultural credits Act of 1923, the creation of the Division of Cooperative Marketing in the Department of Agriculture, the United States warehouse Act, the grain standards Act, and others; culminating in the last expression of policy of the Government in the Act creating the Federal Farm Board.

In his reference to the members of the Board, the Secretary dwelt upon their knowledge of the cooperative movement and of their sympathetic attitude, as well as that of the President of the United States. He then discussed the many special problems with which the cooperatives have to deal and the research and educational work which the Department of Agriculture, through its Bureau of Agricultural Economics, has been conducting to meet these problems. The marketing services performed by the Bureau which are of assistance to cooperative organizations were also discussed as well as the Extension Service of the Department in its relation to cooperation.



MASSACHUSETTS EGG CAMPAIGN.

Massachusetts Agricultural College through its poultry department has been aiding the New England Farm Marketing Program in extending the use of Massachusetts Specials' labels and boxes for eggs.

Special work with eggs has been carried on in several of the counties during the past few months, according to Marion G. Pulley of the department. This has been in the form of Candling and Grading Schools where the grade for eggs has been defined and the methods used in obtaining it explained. These schools are put on by the Extension Service with the cooperation of the resident staff of the poultry department. The State Department of Agriculture sends a representative to care for the legal aspects.

LIVERPOOL ACTION FAVORS UNITED STATES  
OFFICIAL COTTON STAPLE STANDARDS.

A report has been received from the representative of the Bureau in London of the adoption of a resolution by members of the Liverpool Cotton Association, instructing its Board of Directors to provide for arbitrations based upon the official cotton staple standards of the United States.

The Department is also informed that concurrently with the action on staple standards a resolution has been passed providing for the admission of Americans under certain conditions to membership in the Liverpool Cotton Association.

WOOL MARKETING BULLETIN ISSUED.

A comprehensive bulletin by J. F. Walker, Consulting Specialist of the Bureau of Agricultural Economics, entitled "Some Factors Affecting the Marketing of Wool in Australia, New Zealand, the Union of South Africa, England and France," has been issued by the Department. This is identified as Technical Bulletin No. 124. The author made a special trip to the wool-centers of the world to collect the material which is treated in the bulletin. It is a publication of 92 pages, and carries a number of illustrations.

PENNSYLVANIA EXPOSITION TO  
FEATURE THE POTATO INDUSTRY.

According to an announcement by the Pennsylvania State Agricultural College, a program covering production, marketing and consumption will be afforded visitors at the potato exposition in State College, August 19-22. The event is sponsored by the Pennsylvania Potato Growers Association. It is planned to have discussions of the different phases of the potato industry, including production, distribution and consumption, also demonstrations of field operations, grading, packing, storing, and the preparation of potatoes for table use. Exhibits relating to every angle of the industry will be open for inspection throughout the three days.

"THE MCINTOSH APPLE INDUSTRY IN WESTERN MONTANA," being Bulletin No. 218, has been issued by the University of Montana, Agricultural Experiment Station.

MANUFACTURED DAIRY PRODUCTS  
DECLINED SLIGHTLY IN 1928.

The Bureau reports a slight decline for 1928 in the amount of manufactured dairy products, as indicated by reports received from creameries, cheese factories and other dairy manufacturing plants.

Increases were reported in the production of American cheese, evaporated milk, and ice cream but these increases were slightly more than offset by decreases in butter and other commodities, the milk equivalent of manufactured dairy products in 1928 being about six tenths of one per cent less than in 1927.

Creamery butter production for the United States in 1928 was reported as 1,467,677,000 pounds or a decrease of approximately 29,000,000 pounds, or 1.9 per cent from 1927. With the exception of 1927, however, this is the largest amount reported by the bureau.

American cheese production totaled 330,819,000 pounds in 1928, which was 23,042,000 pounds more than was made in 1927. This was less than the production of 1925 or 1926.

Evaporated milk production was 1,584,601,000 pounds in 1928, a somewhat larger quantity than in 1927. The production of condensed milk showed a slight decrease from 1927 being reported as 333,826,000 pounds for 1928.

The commercial manufacture of ice cream continues to show an upward trend. The reported production for 1928 was 232,185,000 gallons as compared with 226,756,000 gallons in 1927.

NORTH DAKOTA FARM OUTLOOK FOR AUGUST, by O. M. Fuller, Extension Economist of the North Dakota Agricultural College, has been published in mimeographed form by the college.

CARPET WOOL SITUATION, issued on July 26, 1929, in mimeographed form by the Bureau, is a 12-page review of the situation.

THE WORLD WOOL SITUATION, issued by the Bureau on July 25, 1929, similarly deals with the situation from a world standpoint.

NEW JERSEY TO STUDY QUARANTINES

In an endeavor to determine whether the consequences of quarantines are relatively greater than the damage done to vegetation by direct insect attack, a study will be made of the economic phases of federal quarantines within the borders of the state by the New Jersey Department of Agriculture. This will be done following a meeting of nurserymen and other agriculturists to ascertain what could be done to obviate the increased costs of production from which they are suffering because of such quarantines.

CROP AND MARKET REPORTS- History and Present Status in the United States- a selected bibliography by Marguerite McDonald, has been issued as Volume x, No. 3, State of Wisconsin Department of Markets Bulletin.



Unilateral Contract is unenforceable

The case of Stewart's v. Redmond et al, an Alabama case, was decided on appeal recently and reported in 122 Southern Reporter on page 315. In the lower court judgment was for plaintiffs, but upon appeal the decision of the court was reversed.

The question involved is the breach of a contract by W. F. Redmond and W. H. Wright, partners under the firm name of Wright-Redmond Poultry Farm, against Stewart's, a corporation.

It appears that the parties entered into an agreement which specified that Stewart's agreed to take all the eggs from the farm up to as many as five crates per week at a price of 40 cents per dozen; the agreement to run for one year. On appeal the question of prime importance relates to the action of the trial court in giving for the plaintiffs the affirmative charge duly requested and refusing a like charge requested by defendant.

The terms of the contract were such that no obligation rested on plaintiff to deliver eggs, but that defendant must take a certain quantity at a given price. In discussing the case, the court said:

"Following the terms of the contract, had no eggs been delivered thereunder by the plaintiffs, defendant could not recover damages against plaintiffs for breach thereof, as no such stipulation was contained in the contract. We are therefore of the opinion the case falls within the influence of those authorities holding such contracts unilateral, wanting in mutuality, and unenforceable for a breach thereof." Cases in point were here cited.

As stipulated in the contract, eggs were delivered for some months and paid for, after which the defendant informed plaintiff it would receive no more eggs under the contract and repudiated the same. On the insistence of counsel that such facts supplied the deficiency of lack of mutuality, citing authoritative cases, the court said:

"We think these authorities are here distinguishable and illustrate that in the instant case defendant would be bound to accept at the contract price eggs delivered or tendered before a repudiation of the contract by defendant, but not as authorizing a recovery thereafter as for a breach of an executory contract unenforceable for want of mutuality."

The court held that the cases cited in which it was set out that such contracts are unilateral, and therefore unenforceable, properly interpret the law, and the opinion of the lower court therefore was reversed.

H. F. FITTS

Buyers Accepting Grapes After Inspection  
Must Pay Fair Market Value.

Allegrezza v. Scalcucci, et al.,  
Supreme Court of Michigan, June, 1929 (225 N.W. 495)

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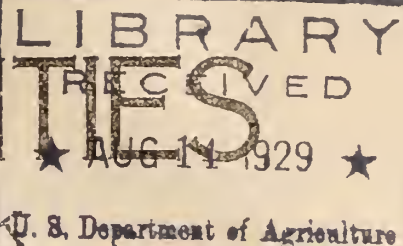
The plaintiff in this case wired defendants, who were merchants at Iron River, Michigan, in response to their telegrams, that he had a carload of grapes on track at Iron River, part of which were muscats, which he offered at \$45 per ton, and part zinfandel grapes, which he offered for \$95 per ton, f.o.b. California. This wire authorized inspection of the car by defendants, and requested that if shipment was satisfactory the purchase price be wired to plaintiff. Defendants inspected car and wired plaintiff acceptance, stating they would send check by mail. Defendants then proceeded to unload the car, claiming it required several days. Thereafter they wrote the plaintiff complaining about the condition of the shipment, and that instead of being in part muscats there were no grapes of that variety, but the shipment was made up of zinfandels and malagas. Defendants declined to make payment, asserting that the grapes were not worth more than \$641.13, the freight charge which they had paid. Thereupon the plaintiff brought suit. On jury trial, a verdict was for plaintiff, and defendants brought the case to the Supreme Court by writ of error on several assignments. The court here held that the assignments of error were insufficient, but notwithstanding that fact, upon review of the record by the court, it found that the rulings of which complaint was made were not erroneous.

In the opinion of the court, it is stated that an unlimited opportunity for inspection was afforded the defendants by plaintiff, and if they saw fit to accept the shipment without making thorough inspection, they cannot now be heard to complain; that the rule of caveat emptor (let the buyer beware) applies, citing *Baker v. Kamantowsky*, 188 Mich. 569; *E. P. Stacy & Sons v. Moher*, 200 Mich. 81. It is stated further that the circuit judge held that because of the misstatement in the plaintiff's telegram as to the kind of grapes shipped in the car, there was not a meeting of minds of the parties, but that since the shipment was accepted by the defendants after inspection, they were bound to pay the fair market value at the time and place of such acceptance. It is held here that this was not prejudicial to the defendants' rights; that the issue was properly presented to the jury, and that there appears to be no reason for disturbing the judgment for plaintiff.

H. F. Fitts.



## MARKETING ACTIVITIES



## AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

August 7, 1929

Vol. 9. No. 32

GOVERNMENT'S RIGHT TO COLLECTEXCESS WOOL PROFITS UPHELD BY COURT.

The United States Circuit Court of Appeals for the Seventh Circuit rendered an opinion on June 20 in the case of the United States vs. Kraus & Apfelbaum, in which it holds that the defendant, Kraus & Apfelbaum, who operated as approved wool dealers at Fort Wayne, Indiana, in the handling of wool during the year 1918 under the regulations of the War Industries Board, acted as Government agents under the terms of their contract, which they signed in accepting a permit and in which they agreed to operate in accordance with the Government Wool Regulations, and therefore are bound by such contract. The Court states that such dealers were paid by and received from the Government the prices and the commissions that were not provided for in any other way than in the regulations, and the Government had a right in those extraordinary times to protect sellers of wool by providing that, out of all the transactions, the Government's agents should not have more than the specified profits and that, whatever those agents gained in addition to this, should be disposed of as the Government might decide.

This opinion is entirely favorable to the views taken by the Government regarding the collection of excess wool profits.

FRUIT AND VEGETABLEINSPECTION WORK INCREASES.

The inspection of fruits and vegetables by the Bureau of Agricultural Economics of the U. S. Department of Agriculture is increasing in volume. During the fiscal year ended June 30, 1929, a total of 266,831 inspections were made, of which 229,199 were at shipping points and 37,632 at terminal markets. There had been no change in the legal authority providing for the Food Products Inspection Service during the period named, and the work both in receiving markets and at shipping points was conducted on the same basis and with practically the same number of inspectors as during previous years.

Shipping point inspections showed an increase over last year of 18,367 cars, while receiving point inspections showed an increase of 5,202 cars of fruits and vegetables. Twenty-three States showed an increase in shipping point inspections during the past year and 15 States showed a decline. Since it provides a basis for making sales and adjustments, shippers and receivers are more and more appreciating the value of the service.

SUMMARY OF THE APPLE EXPORT SEASON 1928-29

A review of the 1928-29 apple export season by Mr. Edwin Smith, fruit specialist of the United States Department of Agriculture in Europe, has recently been released by the Bureau. Mr. Smith offers a number of suggestions relative to the handling of American apples in the European markets. The publication is based upon his observations of several years in Europe.

FEDERAL EXHIBITS ON AGRICULTURE  
IN DEMAND FOR STATE FAIRS

It is announced by the Department that applications from nearly 50 State fairs and 30 interstate fairs to participate in the 1929 educational exhibition program have reached the department's Office of Exhibits in Washington. This points to an unusually heavy season.

By means of pictures, diagrams, legends, lights, sound, and motion, these department exhibits present important results of investigational work on many agricultural subjects, such as livestock and poultry raising, dairying, forestry, marketing, roads, boys' and girls' club work, and others.

The exhibits are sent to State and interstate fairs by freight in carload lots, which, when installed, occupy from 1,000 to 1,400 square feet of floor space. Each exhibition group lays particular stress upon one or more major agricultural subjects and for variety contains a few exhibits on some of the other subjects also.

Each Department of Agriculture exhibition is conducted under a co-operative arrangement that makes it a joint enterprise with the fair at which it is shown.

FARM PRICE INDEX  
ADVANCES IN JULY

An advance of five points in the index of the general level of farm prices in the United States from June 15 to July 15 is reported by the Bureau of Agricultural Economics. At 140 per cent of the pre-war level on July 15 the index is still 5 points lower than a year ago. The advance in the farm price index during the past month has been the direct result of sharp advances in the prices of potatoes, wheat, and rye; moderate advances in the farm prices of flaxseed, barley, corn, apples, oats, and eggs; and seasonal advances in the prices of hogs, cattle, and calves. These advances were partially offset by slight declines in the prices of cotton, cottonseed, chickens, hay and wool, and seasonal declines in the farm prices of sheep and lambs.

AGRICULTURAL RELIEF - A SELECTED AND ANNOTATED BIBLIOGRAPHY, is a mimeographed publication compiled by Esther M. Colvin of the Bureau of Agricultural Economics. This is a revision and enlargement of "Agricultural Relief - A Selected List of References", which was issued on January 31, 1928. It includes the important references on agricultural relief during the period from January, 1924 to May, 1929.



FRUIT STOCKS EXCLUDED  
FROM ENTRY INTO U. S.

The Secretary of Agriculture announces that on and after July 1, 1931, by amendment to Quarantine 37, Mahaleb cherry, Myrobalan plum and other fruit stocks will be excluded from entry into the United States.

This decision is based on evidence presented at the fruit stocks conference held by the Plant Quarantine and Control Administration and the Federal Plant Quarantine Board, July 19, 1929. This conference was attended by officials and other representatives of the American Association of Nurserymen, the horticultural specialists of the Bureau of Plant Industry of the Department of Agriculture, and others in interest. The evidence presented as to Mahaleb cherry, Myrobalan plum and other fruit stocks indicated that the present availability of satisfactory American-grown stocks of these fruits was sufficient to justify the exclusion of these stocks after a reasonable period for adjustment of business contracts, etc., and thus terminate the very considerable and continuing risk of entry with such stocks of new and dangerous fruit pests.

FARM AND HOME HOUR RADIO  
PROGRAM FOR AUGUST

A variety of special radio summaries of monthly reports and special outlook statements will be given the audience of 32 radio stations associated with the National Broadcasting Company in the Department of Agriculture periods of the National Farm and Home Hour during August. Department scientists and executives will send farmers the summaries of the general crop report for August, the August price situation report, the annual strawberry outlook statement, and the report on intentions to plant wheat.

The National Farm and Home Hour broadcast is from 1:30 to 2:15 P.M., Eastern Standard Time.

BUYER HAS BURDEN OF PROVING FRUIT WAS BELOW ESTABLISHED STANDARD.

Braufman v. Bender et al., Supreme Court of North  
Dakota, April, 1929 (225 N.W. 69).

A carload of grapes is the subject of this action. Plaintiff, a storekeeper at Regent, North Dakota, has sued defendant for loss in connection with these grapes which were shipped from California, alleging that they were not fit for the purpose for which sold and were in bad condition; that the defendant warranted that the grapes would be delivered at Regent in a first class and sound condition and would be of good quality. Plaintiff alleges that the grapes when delivered were in an inferior, damaged and decayed condition and that she was unable to use or dispose of them in any way; that damage to plaintiff amounts to \$800, being freight paid, \$600, and advances on the purchase price, \$200. Defendant's contention is that the sale was f.o.b. Shafter, California; that the grapes were of the kind and quality ordered, and at the time of loading and shipment they were in sound condition.



In the trial court the jury found, upon interrogatories submitted, (1) that the grapes were in a damaged condition when delivered to the carrier at Shafter, California, and (2) that the grapes were over-ripe, in fact too ripe for shipment at the time. Upon this finding a verdict for plaintiff was rendered. From an order denying plaintiff's motion for new trial an appeal is taken.

An important question involved in the time title to the grapes passed. The court left to the jury the determination of the place of delivery. Defendant contends this is error inasmuch as he agreed to deliver the goods at Shafter, California, and that the sending of bill of lading to the bank with the draft attached was merely for the purpose of reserving possession until payment on the shipment was made and was not a reservation of title. With this contention the court here agreed, citing the code and cases in point and stating: "The phrase 'f.o.b. Shafter', in the absence of any phrase or portion of the contract concerning the place of delivery must be taken as the term used to regulate delivery of the goods. The recognized commercial meaning of the term is such that there can be no dispute as to the meaning. Thus, under such a term the goods were at the buyer's risk immediately upon delivery to the carrier."

Plaintiff then contended that even though title was not reserved in the seller so that the provisions of the Uniform Sales Act applied, yet the goods were in damaged condition at the time of delivery to the carrier and that the jury so found. On this point the court here stated: "The burden of proof is upon the plaintiff to show that the grapes as loaded into the car at Shafter were not as ordered."

The contract did not specify the grade of juice grapes ordered, nor did plaintiff attempt to show she was to get No. 1 juice grapes. The U. S. standards for No. 1 juice grapes were here quoted and also the report of the U. S. inspector who inspected the grapes when loaded and issued the certificate. Testimony was introduced by plaintiff to show the condition of the grapes at an intermediate station and the refrigeration of the car en route, thus attempting to show that the condition of the grapes when received could not have been caused by the negligence of the transportation company. It was held, however, that this does not supply the lack of proof that the condition when received varied from the condition required to the extent necessary to reduce the shipment below the standard accepted by the trade.

The court further indicated that there was not submitted to the jury the grade ordered or received, nor was there competent proof upon which the jury could act and therefore that there was not sufficient testimony to overcome the testimony offered by defendant showing the grapes shipped to be No. 1 juice. The issue to be determined by the jury was whether the grapes were up to standard when delivered to the plaintiff at Shafter, but nothing in the testimony showed which grade plaintiff was to receive; therefore, it was held that before the plaintiff could recover she must show that the grapes were not up to grade. Upon this finding the judgment of the lower court was reversed and new trial ordered.



# MARKETING ACTIVITIES

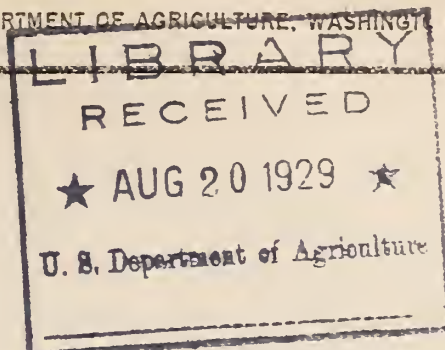
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Vol. 9. No. 33

### FALL GRAIN "INTENTIONS REPORT" TO BE GATHERED AUGUST 15



The Intentions to Plant Report of intended fall sowings of grain will be gathered by the Crop Reporting Board as of August 15 instead of August 1 as heretofore. This information will be released on September 2, 3:00 p. m., eastern standard time. The report on the intended acreages which farmers are planning, is used by the Bureau of Agricultural Economics in the preparation of the Outlook Report for fall and winter grain which will be issued this year on September 5.

### GOVERNMENT WILL PROSECUTE FOR ALTERING FARM PRODUCTS INSPECTION CERTIFICATES

Several instances have come to the attention of the United States Department of Agriculture in which copies of certificates issued by the Farm Products Inspectors of the Bureau of Agricultural Economics have been altered for the purpose of deceiving buyers as to the true grade or condition of the products. The evidence in one case has already been transmitted to the Department of Justice for prosecution and the Department of Agriculture will investigate vigorously every such case which comes to its attention.

To safeguard the public from this particular fraud, the Department has given orders to its inspectors that no certificate shall be issued which contains any change, erasure or alteration in the grade statement or in the figures showing the numbers or percentages of defects. Buyers are requested to note carefully any evidence of erasure or change in any essential part of the certificates forwarded by sellers and to notify the department immediately of any apparent change. A carbon copy of every certificate issued is on file in the Washington office of the bureau.

### INSPECTION OF SEED CORN IN OHIO

The Ohio Agricultural Extension Service states that inspection of Ohio seed corn for certification by the Ohio Seed Improvement Association will commence in September and that application of corn growers for inspection of their crops should be made by the middle of August. Before it is certified for sale and used next year, the corn offered by the growers will be inspected once in the field and once in storage. The storage inspection will be made during the winter after the seed corn has been selected, gathered and stored.

NEW JERSEY APPROVES  
UNIFORM PRODUCE GRADING

The New Jersey State Department of Agriculture reports that New Jersey farmers are enjoying increased sales and that they have eliminated much outside competition through uniform grading of their produce. It is stated that growers have come to realize the advantages of an attractive package through instruction and exhibits of standardized stock by State market specialists and by individual help at farmers' markets. It is claimed further that graded New Jersey produce has enabled the local buyers to depend upon New Jersey for the bulk of their supplies rather than on more distant grown stock, and that farmers report many more repeat orders when they offer uniform stock for sale.

NORTH DAKOTA  
FARM STORAGE ACT

North Dakota Agricultural College has prepared a pamphlet on the State Farm Storage Act entitled "Questions and Answers." It is identified as Special Circular 2, issued July, 1929. Preceding the questions and answers in the circular is the following foreword:

"During recent years a number of states have enacted laws providing for farm storage of grain, the kind, quality and amount of such grain being certified by the state as a means of securing credit. At the last session of the North Dakota legislature, much thought and time was devoted to a consideration of such an act. All parties and factions appeared to favor this type of legislation and accordingly our present farm storage law was finally enacted.

"In order that wide publicity may be given to the provisions of the law, this leaflet has been prepared for general distribution. The questions were suggested largely from inquiries and the answers were prepared by Mr. Oliver Knudson, Fargo, State Warehouse Commissioner. It is hoped that this leaflet will serve to give a wider understanding of the law on the part of those who wish to avail themselves of its provisions."

GROWERS MARKETING LOSSES  
CHECKED UP

The Illinois College of Agriculture announces that after trailing 3 fruit refrigerator cars from orchard to market it has solved some of the refrigeration and handling problems which have been the cause of heavy losses to growers because of the fruit arriving in the markets in an over-ripe and decayed condition. The studies which began in 1926 are reported in the new bulletin, "Observations on the Refrigeration of Some Illinois Fruits in Transit."



FEDERAL FARM BOARDANNOUNCES WOOL MEETING.

Following several conferences between the Federal Farm Board and wool marketing organizations, the Board announces that one of the major problems confronting the wool associations is a need for the coordination of their selling efforts. In order to improve this situation, it was agreed that sometime early in October the Board would invite all producers' cooperative wool marketing associations in the United States, together with all producer-owned warehouse associations, to meet with it in Chicago for the purpose of discussing and if possible developing definite plans for a national cooperative wool sales agency, which shall include in its membership all of the various types of wool cooperatives now engaged in handling the product.

It was further agreed that out of the group of wool associations which participate in the Chicago meeting, the Board will at that time consider the selection of a wool advisory committee.

STATE CATTLE DIPPING REGULATIONS HELD VALID

Moss et al v. Mississippi Livestock  
Sanitary Board, Supreme Court of  
Mississippi, May, 1929  
(122 So. 776)

The appellants, Moss and seven other farmers, residing in Jones and Jasper Counties, proceeded against the Mississippi Livestock Sanitary Board praying for injunction restraining the Board from interfering with appellants liberty and their right to full and complete enjoyment of their livestock, and to enjoin the Board from enforcing the rules and regulations requiring appellants to carry their cattle and livestock to the dipping vats at Stringer or other place at unreasonable distance and times. Upon issuance of temporary injunction the cause came up for hearing under agreement of the parties. Proof being taken on the issue presented by the bill, the injunction was dissolved and the bill dismissed. This appeal is a result of such action.

The bill alleges that appellants have constant use for their work animals and that to take them away for even one day during the busy summer season to have them dipped would entail great loss; that the regulations issued by the Livestock Board would require them to carry their stock about six miles to the nearest dipping vat every two weeks; that their animals were not then and never have been infected with the cattle tick; that the requirements of the Board would violate their constitutional rights and if carried out would cause irreparable damage and injury; and that as the Livestock Board was not liable in a civil action appellants had no redress in a court of law. Appellants further alleged that if the Board carried out its regulations the constitutional right of appellants with reference to their freedom from unreasonable searches and seizures, and with reference to the rights of property guarantee, would be violated and their property destroyed.

The Board answered that it was the duty of Moss and other citizens to obey the law and that it was the duty of the Board to enforce the law, inasmuch as they were endeavoring to carry out the plan for the eradication of the Texas fever tick in Mississippi, and that they had not been charged with the doing of any act not within their official duty and not required of them by law. The court, in commenting upon the contentions of the parties pro and con, reviewed the law which required the work of cattle tick eradication, stating:

"We take judicial cognizance of the fact that Texas cattle tick (*Margaropus annulatus*) and the fever resulting therefrom are regarded by the authorities of this nation and state as a menace, and that the areas, consisting of some 22 or 23 counties, in Mississippi, against which the balance of the United States is quarantined, are so quarantined because the live stock there are infested with this peculiar kind of tick."

Continuing, the court indicated that the law in question amounts to a declaration on the part of the legislature of the State that the cattle tick is a nuisance and that its destruction would add to the general welfare, happiness and health of the people; that the scheme for eradication of the tick falls fairly within the scope of the police power retained unreservedly in the several States of the Union insofar as the Federal Constitution is concerned; and that it has often been held that quarantine laws are permissible and that the board or Commission set up by the legislature to carry out the mandates of the statute may make all reasonable regulations within the scope of the authority conferred.

On the Constitutional question, cases in point were cited upholding the authority of the State. As to the reasonableness of the Board's regulations, it is stated "that the rights and liberties of Moss and his associates are so small as compared to the large benefit accruing to the entire commonwealth as to make us say, without hesitation, that the ordinance was not unreasonable, and they really had no excuse for not complying with the reasonable demand of the State."

In concluding, the decision held that the appellants were not entitled to any relief nor were they entitled to an injunction. The opinion of the lower court, therefore, was affirmed.

H. F. FITTS

U. S. STANDARDS FOR GRAPES, 1929, (drafted with especial reference to California grapes) have been prepared in mimeographed form by the Bureau of Agricultural Economics.

MARKETING CUMBERLAND-SHENANDOAH-POTOMAC DISTRICT APPLES - SUMMARY OF 1928 SEASON, by H. E. Rutland, is a recent mimeographed publication of the Bureau.



# MARKETING ACTIVITIES

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★ SEP 3 1929 ★

U. S. Department of Agriculture  
BUREAU OF AGRICULTURAL ECONOMICS

August 21, 1929

Vol. 9, No. 34

### APPLE SHIPPERS HOLD RECORD TORONTO MEETING.

The International Apple Shippers Association voted to change its name to "International Apple Association" and re-affirmed its support of the proposed Fruit and Vegetable Marketing Act as introduced in the House by Representative Summers, at its annual convention at Toronto, August 14 to 16, reports Wells A. Sherman of the Bureau of Agricultural Economics, who declares that the registration at the convention was unusually large and included many foreign buyers. He says that most of the last minute amendments approved by the Senate to the Fruit and Vegetable Marketing Act were disapproved by the International Apple Association. The next annual meeting of the association is to be held at Grand Rapids, Michigan.

There was considerable activity at the Toronto convention, among members and visitors, in the negotiation of fruit sales for future delivery or in arranging for storage and other marketing activities in connection with the coming crop. There was a well authenticated report, Mr. Sherman says, of a large block of Virginia Yorks, of U. S. Commercial grade, sold for delivery in September at a guaranteed minimum price of \$3.75 per barrel, the buyer agreeing to divide evenly with the seller any amount which he may realize in excess of \$4 per barrel. Experienced apple men, east and west, according to Mr. Sherman, "expressed the fear that the unprecedented prices received for summer apples have warped the judgment of both growers and dealers as to the price at which the coming crop can readily be moved into consumption."

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### ILLINOIS REPORTS ON CAUSES OF FRUIT SHIPPING LOSSES.

Recommendations for reducing losses of fruit in refrigerator cars due to faulty loading and icing methods have been issued by the Illinois College of Agriculture following a study of fruit handling from orchard to market, the results of which have just been reported in a new bulletin entitled "Observations on the Refrigeration of Some Illinois Fruits in Transit."

The recommendations include the use of floor racks, loading peaches in refrigerator cars at relatively low temperatures, the addition of salt to bunker ice, and the use of electrically driven fans to increase the rate of air circulation. Copies of the bulletin may be obtained from the Illinois College of Agriculture, Urbana, Illinois.

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A "LIST OF MANUFACTURERS AND JOBBERS OF FRUIT AND VEGETABLE CONTAINERS, revised to June, 1929" has been issued by the Bureau of Agricultural Economics.

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Attn., Miss Trolinger,  
Washington, D. C.



FAIR OUTLOOK FOR SHEEP  
INDUSTRY IS INDICATED.

A fair outlook for the sheep industry during the next year, due partly to high prices of competing meats and to the fact that the 1929 lamb crop is smaller than that of 1928 because of the reduced percentage of lambs saved, is indicated in the mid-summer sheep and wool outlook report issued by the Bureau of Agricultural Economics. Demand for wool in this country is expected to be well maintained and some improvement in the demand in foreign countries may occur within the year, although it is pointed out that the present wool outlook does not seem to be one to encourage further expansion in wool production in this country at the present time.

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COMMITTEE IS APPOINTED TO  
STUDY GRAIN GRADING.

A special committee to study various suggestions and criticisms received by the Department of Agriculture with reference to the official grain standards and the administration of the grain standards act has been appointed by Nils A. Olsen, chief of the Bureau of Agricultural Economics, with the approval of Secretary Hyde.

The committee consists of Prof. George R. Hyslop, head of the department of farm crops, Oregon Agricultural College, who has been employed temporarily for this work, and Edward C. Parker, in charge of the hay standardization and inspection for the Bureau of Agricultural Economics. The committee is making a comprehensive study of the official grain standards and inspection methods, which study will probably require about three months' time.

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FEDERAL RICE-GRADING  
SERVICE IS EXTENDED.

A new Federal-State rice-grading service is being set up at Crowley, La., under an agreement between the Louisiana Department of Agriculture and the Bureau of Agricultural Economics. This service, under the supervision of the bureau's grain-investigations project, will cover rough, brown, and milled rice. The bureau is now operating a Federal-State rice-grading service in three States, similar arrangements having been in effect in California since November 1928, and in Texas since August 1928. E. G. Boerner, in charge of the grain-investigations project, was in Texas recently for the purpose of completing arrangements with the State department of agriculture for the broadening of the service in that State to include brown and milled rice. Until this time grading in Texas has covered only rough rice. In California, the bureau's agreement with the State department of agriculture extends the rice-grading service to rough, brown, and milled rice.

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"MARKETING WESTERN NEW YORK CELERY, Summary of 1928 Season," has been issued in mimeograph by the Bureau of Agricultural Economics.



PENNSYLVANIA POTATO GROWERS  
HAVE EDGE ON HOME MARKETS.

Pennsylvania farmers can produce potatoes for the cost of the freight from Idaho or Minnesota farms to markets in the Keystone State, Dr. C. G. Jordan, secretary, Pennsylvania State Department of Agriculture, declared in opening the first potato exposition of the Pennsylvania Potato Growers' Association, at State College, August 21. Dr. Jordan stated that the freight from Idaho to Philadelphia is 60 cents a bushel, from Minnesota 48 1/2 cents, from Wisconsin 39 cents, and from Michigan 35 cents. Improvement of quality and better packaging were urged on Pennsylvania growers.

Home markets have favored Pennsylvania growers, declared George A. Stuart, director, Pennsylvania Bureau of Markets, "but the reputation of the Keystone product must be improved to withstand and overcome the competition of graded potatoes from other states."

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STATISTICIANS STUDY COTTON CROP.

Joseph A. Becker and S. A. Jones, statisticians of the Washington, D.C., headquarters of the Division of Crop and Livestock Estimates, Bureau of Agricultural Economics, are making an extended automobile trip through all the cotton States, to continue the studies which the division has under way in connection with estimating the yield of cotton from boll counts. The statisticians expect to travel upwards of 7,000 miles in two months, driving about 200 miles a day, stopping every 5 or 10 miles to inspect cotton, count bolls, and take objective measurements of cotton production.

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MID-WEST FARMERS SUCCEED  
WITH GAS AND OIL COOPERATIVES.

Farmers' cooperative oil stations handling gasoline, kerosene, and lubricating oils have multiplied in number in the Middle West in recent years, reports the Bureau of Agricultural Economics. Fifty-two active organizations are doing business in Minnesota, 20 in Wisconsin, 14 in Iowa, 3 in South Dakota, and 1 in North Dakota. Some of these companies have paid patronage dividends amounting to several times the original investment. In most of the companies all the stockholders are farmers.

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DAIRY COOPERATIVES ARE THRIVING.

Nearly 42 per cent of the \$640,000,000 received in 1928 by farmers' associations concerned with the marketing of dairy products came from the sale of fluid milk, says the Bureau of Agricultural Economics. About 41 per cent of the total amount came from the sale of butter, and nearly 5 per cent from the sale of cheese. Cream sales accounted for more than 7 per cent of the total.

### COLD STORAGE INDUSTRY TO CONTINUE GROWTH.

Continued expansion of the nation's cold storage industry for eggs and poultry despite the development of methods which lengthen the producing season and shorten the period of under-production is predicted by Thomas W. Heitz, dairy and poultry products marketing specialist, Bureau of Agricultural Economics.

"The tendency to lengthen the producing season and to shorten the period of under-production," Mr. Heitz says, "would seem to indicate less need of holding the products in storage. Scientific management will mature pullets earlier and cause a much heavier fall and winter egg production, but it is doubtful if these same flocks will lay appreciably fewer eggs during the spring, which is the season in which eggs are stored. The winter egg and broiler will increase consumption per capita, but as long as the natural inclination of reproduction of the hen is in the spring of the year, and as long as chicks can be reared more economically in warm weather than in cold, the storage houses will probably be little affected by out-of-season production."

The rapid development of the cold storage industry to the point where the total storage capacity, including that in meat packing plants and private storages, now aggregates approximately 700,000,000 cubic feet is attributed largely to the growth of cities and the increasing demand for products out of their natural seasons of production.

Detailed results of Mr. Heitz' survey have been published by the U. S. Department of Agriculture in Circular 73-C, entitled "The Cold Storage of Eggs and Poultry."

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### E. G. PARKER HEADS NEW COTTON ARBITRATION BOARD.

E. G. Parker of the Bureau of Agricultural Economics has resigned to become chairman of the Cotton States Arbitration Board of Atlanta, Ga. Mr. Parker has been chairman of the Appeal Board of Cotton Review Examiners in Washington and leader of the cotton classification projects under the United States Cotton Futures and Cotton Standards Acts.

H. C. Slade, head of the cotton standardization project, will serve as acting chairman of the Appeal Board of Cotton Review Examiners for the present. In this capacity Mr. Slade will also have charge of the technical details of the cotton classification work in Washington and in the field.

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### BUTTER IN STORAGE REACHES HIGH TOTAL.

Cold storage stocks of creamery butter on August 1 are reported at 151,614,000 pounds compared with 120,437,000 pounds on August 1 a year ago. Stocks of cheese are also large. Holdings of case eggs are reported at 8,958,000 cases compared with 10,496,000 on August 1, 1928. Stocks of frozen poultry were reported at 40,900,000 pounds which is only slightly more than the amount in storage a year ago and a little less than the five-year average.



RAILROAD HOLDS GOODS AS WAREHOUSEMAN AFTER NOTICE  
TO CONSIGNEE OF ARRIVAL AT DESTINATION

Southwest National Bank of Dallas v. M. K. & T. Ry. Co.  
of Texas, et al - Court of Civil Appeals of Texas,  
May, 1929 (18 (2nd) S. W. 807).

This suit was instituted by appellant to recover from appellees, the M. K. & T. Railway Company and the Galveston Wharf Company, the value of seventy-five bales of cotton. In the trial, court verdict was for appellees. The material point in the case is the extent of the railroad's liability for property carried by it after delivery at destination and notice of arrival to consignee.

The cotton in question reached Galveston, the point of destination, on September 24, and the agent of the railroad company immediately notified consignee of its arrival. On September 28 consignee surrendered bill of lading to the railroad company with instructions to place the car of cotton for unloading on Cotton Concentration Company track No. 2. The railroad company on September 29 placed the car on the Galveston Wharf Company's track and said company on same day placed the car on track No. 2 of the Cotton Concentration Company for unloading into its warehouse. On the night of September 29 before the car was unloaded, a fire occurred which destroyed the cotton in controversy.

Appellant sought to hold the railroad company and the wharf company on the theory that at the time of the fire the cotton had not been delivered at destination; but appellees seek to uphold judgment of the trial court on two theories: (1), that at the time of the fire the cotton had actually been delivered to consignee; and (2), that if the cotton had not been delivered the railroad company was holding it only as a warehouseman, and as such was not liable, since appellant did not claim the fire was caused by its negligence. The court here holds that if, as a matter of fact, the cotton had actually been delivered to consignee, or if, as a matter of fact, the relationship of common carrier had ceased and that of warehouseman had begun at the time of the fire, then the judgment of the trial court was correct. On this point was quoted a portion of the uniform bill of lading under which the cotton was shipped as follows:

"For loss, damage or delay caused by fire occurring after forty-eight hours (exclusive of legal holidays) after notice of the arrival of the property at destination \* \* \* has been duly sent or given, the carrier's liability shall be that of warehouseman only, except in case of negligence of the carrier or party in possession."

The bill of lading further provides that property not removed by the party entitled to receive it within forty-eight hours after notice of arrival may be kept in the car or place of delivery of carrier subject to

reasonable charge for storage and to carrier's responsibility as warehousemen only, or may be stored in a public warehouse at the cost of owner and there held at owner's risk without liability on the part of carrier. The revised statutes also provide "if the carrier at the point of destination shall use due diligence to notify the consignee and the goods are not taken by the consignee and have, in consequence, to be stored in the depots or warehouses of the common carriers, they shall thereafter only be liable as warehousemen."

In discussing this point the opinion here states that the cotton reached destination on September 24, that consignee was immediately notified thereof but did not make request for possession until September 28, more than three full days after the cotton had reached its destination, and that under such circumstances the trial court was correct in holding that as a matter of law, at the time the fire occurred, the railway company, if as a matter of fact it could be said the cotton had not actually been delivered, was holding only in the capacity of a warehouseman. Numerous cases were cited in support of this finding. In concluding it is indicated that to hold that the consignee could leave a car of cotton in the yards of the railway company at destination for an indefinite period without requesting railway company to complete its contract of shipment by placing same on unloading track, and during said time holding the railway company liable as a carrier, would be contrary to the terms of the bill of lading and in conflict with the spirit and intention of the statutes. Judgment of the trial court, therefore, was affirmed.

- H. F. Fitts

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RECENT MIMEOGRAPHS  
Bureau of Agricultural Economics.

"One Season's Record of Official Federal-State Rough Rice Grading in the South, and What it Means to Rice Growers," by W. D. Smith.

"Marketing Western New York Peaches, Summary of 1928 Season."

"Report of a Survey of the Per Capita Consumption of Fluid Milk and Cream in Families with Children in the Junior High Schools and Upper Grade Schools in Washington, D.C." by F. A. Buechel.

"Uncle Sam Grades Tobacco," by Chas. E. Gage.

"The Market Prospect for Tobacco," radio talk by Chas. E. Gage.

"The Use of Cotton Bags as Consumer Packages for Potatoes," by J. W. Park.

"Preliminary Statement Concerning Proposed Turkey Grading Schools, to be held in October, 1929 at Salt Lake City, Utah, and possibly at other points in other Western States."



# MARKETING ACTIVITIES

## AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

SEP 3 1929

August 28, 1929

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### NEW TOBACCO GRADING

#### SERVICE UNDER WAY.

The Federal-State grading service on tobacco, inaugurated at Lake City, South Carolina, July 30, is being increasingly used by tobacco producers in that section. report field representatives of the Bureau of Agricultural Economics. The first week of the grading at Lake City 96,850 pounds of tobacco was graded, and the second week 101,376 pounds was graded. Early reports for the third week indicate that the volume graded for this week would exceed the quantity graded in both the first and second weeks. Farmers who are having their tobacco graded are reported as being well pleased with the service and are commending it to fellow producers.

The average price of tobacco graded during the first week was \$15.50 per hundred pounds, and the second week the average was \$17.44. Although this increase is not wholly attributable to the grading, the grading was a helpful influence the bureau believes. Representatives of an American tobacco concern and of the Japanese Tobacco Monopoly who visited Lake City to study the service have expressed approval of it.

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### SLAUGHTER CATTLE OUTLOOK

#### INDICATES SUSTAINED SUPPLY.

Supplies of cattle available for slaughter in the next twelve months are expected to equal those of the past year, according to the Bureau of Agricultural Economics in its mid-summer cattle outlook report. Although the marketings of cattle this fall probably will differ little from those of the fall of 1928, the proportion going for slaughter may be larger, the bureau says.

"Early winter marketings probably will be smaller than those of last winter. No marked change in the present active demand for beef is anticipated. Imports of cattle and beef, although increasing, are not expected to amount to more than a small proportion of our domestic production. Demand for stocker and feeder cattle, however, is not likely to equal the usually strong demand prevailing in the summer of 1928.

"The seasonal trends in cattle prices are expected to be more nearly normal than those of the fall and winter of 1928-29. Peak prices for fed cattle probably will occur later in the season this year than last, while prices of other cattle probably will follow the usual downward seasonal trend. The increase in cattle numbers which now appears to be under way is expected to be moderate. Although some decline from the present high level of cattle prices is to be expected within the next three years, there seems little possibility that this decline will carry prices to the low levels prevailing from 1921 to 1926."



OHIO APPLE STUDY  
SHOWS FRUIT PREFERENCES.

The following analysis of the sales of the 1928 apple crop of an orchard company in eastern Ohio, is reported by Chas. W. Hauck, Ohio Experiment Station. Total sales aggregated 9,067 bushels, 52 per cent of which was Fancy, 22 per cent B Grade, 15 per cent Drops, and 11 per cent Culls and Ciders.

"Jobbers provided the main sales outlet, buying two-thirds of the crop. About one-sixth of the fruit was sold in the forms of fresh fruit and cider through the roadside market maintained by this orchard company, and about 10 per cent additional was sold from the orchard direct to consumers, or a total of about one-fourth of the crop was sold to consumers. Retailers took the remainder, about 7 per cent, made up of 455 bushels to individual retailers and 145 to chain stores. The latter constituted only a minor sales outlet.

"Jobbers preferred the better grades of apples. Fancy fruit constituted 65 per cent of their purchases and B grade 28 per cent, the two better grades thus comprising 93 per cent of the fruit taken by jobbers. Obviously jobbers were not interested in the inferior fruit - drops, culls, and ciders - a fact which carries great significance when it is recalled that two-thirds of the total sales were made to jobbers.

"Consumers who bought at the orchard or roadside stand were not so exacting. They took more drops, culls, and ciders than Fancy and B grade apples. These low grades made up 55 per cent of the fruit bought at the fruit stand and 80 per cent of that bought by consumers at the orchard. Here is evidence that the orchardist located on good roads, accessible to consumers, has a valuable outlet for lower grades which remain after sorting. In this connection it should be noted that the crop studied was well grown and carefully sorted, and that even the lower grades contained no seriously defective apples.

"The analysis shows that 85 per cent of the apples sold to individual retailers were drops, culls, and ciders, but only 10 per cent of the sales to chain store retailers were of this low quality. This 10 per cent was made up entirely of drops; chain stores bought no culls and ciders. Chain retailers favored B grade apples; almost 85 per cent of their purchases were of this quality. It is clear that the chain stores, though using very few Fancy apples, handled a better quality of fruit from this orchard than did the individual retailers.

"Popularity of the several varieties of apples, measured in terms of the average price per bushel paid by jobbers for the Fancy grade, ranked in the following order: Delicious, Rome Beauty, Jonathan, Grimes Golden, and Yellow Transparent. Delicious averaged \$2.29 per bushel, Rome Beauty \$2, Jonathan \$1.68, Grimes Golden \$1.40, and Yellow Transparent \$1.40.

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"A Business Study of the Ohio Poultry Producers' Cooperative Association" has been issued by the Ohio Experiment Station (Wooster, Ohio), as Bulletin 427.



INCREASING DEMAND FOR  
SOYBEAN INSPECTION.

Increased production of soybeans in the middle west for sale to mills, to be manufactured into soybean oil and soybean meal, has resulted in widespread demand for Federal inspection, reports the Bureau of Agricultural Economics. Inspection was established at Peoria and Bloomington, Illinois, last year and both of these places expect increased business this year. Arrangements were completed recently for Federal soybean inspection at Atchison, Kansas; and Kansas City, St. Louis, and St. Joseph, Missouri. Chicago soybean mills are asking for inspection in that city. Inspection of dry, edible beans has been provided at Philadelphia, Pennsylvania.

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CHICAGO MILK PRICES TO  
BE RAISED SEPTEMBER 1.

Members of the Pure Milk Association, bargaining cooperative in the Chicago district, will receive an increase of 11 cents per 100 lbs. for Class 1 fluid milk beginning September 1, the result of a conference between representatives of the association and the Chicago milk dealers. The base price will be \$2.75 per cwt. for 3.5 per cent milk used in the retail and wholesale trade. Manufactured or processed milk will command a lower price depending upon the percentage of fat and the condition of the butter market.

A. D. Lynch, dairy marketing director for the Illinois Agricultural Association, estimates that the increase in revenue from the three million pounds of fluid milk sold in Chicago daily will mean a gain of approximately \$3,300 per day or nearly \$100,000 a month to the whole milk shippers.

The Pure Milk Association is endeavoring to control surplus production and to smooth out seasonal fluctuations. It is checking weights and tests, working on quality improvement, and watching credit rating of buyers. The base milk price of \$2.75 at Chicago compares with a price of \$1.80 per cwt. at St. Louis where farmers are engaged in setting up a co-operative called the Sanitary Milk Producers for dairymen in the 19 counties of the St. Louis milk shed.

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EARLY LAMBS BRING PREMIUM  
OVER LATE LAMBS.

Fat spring lambs this year sold about three cents higher the first of June than they did in August, according to E. T. Robbins, livestock extension specialist, Illinois College of Agriculture. High prices each spring are reported to be inducing more Illinois farmers to raise early lambs and sell them fat before June 15.

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J. H. MEHL, senior grain exchange supervisor in the Chicago Office of the Grain Futures Administration since 1924, has been appointed assistant chief of the administration.

MISSOURI REPORTS ON  
BUTTERFAT MARKET PROSPECTS.

Many Missouri communities have become interested in the possibilities of establishing new market outlets for locally produced butterfat, according to F. L. Thomsen and W. H. E. Reid of the Missouri College of Agriculture who have recently completed a study of the opportunities for such dairy marketing enterprises in the State. A report of the study has been published by the Missouri Experiment Station as Bulletin 267. The findings are, in part, as follows:

"There has been built up in Missouri and surrounding states a system for assembling butterfat which has as its operating unit the centralizer creamery. This type of market outlet for butterfat has survived others because it is adapted to the peculiar production conditions which have existed in this region.

"Due to higher procurement costs and poorer quality of cream, the centralizers are unable to pay as high prices for butterfat as do local creameries, cheese factories and condenseries located in this state and in northern dairy states. While this price difference is justified in centralizer territory as a whole, higher prices can be expected from other market outlets where production conditions justify their establishment.

"Whole milk markets such as condenseries, milk power plants and cheese factories are able to pay higher prices for butterfat under ideal conditions for both, but the value of skim milk and costs of delivery must be taken into consideration, and generally leave these enterprises with relatively small if any advantage.

"Local creameries, either privately owned or cooperative, can be profitably operated where the local volume of cream production justifies. The local creamery has the advantage of lower procurement costs and higher quality of products."

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NEW MEXICO TO DEMONSTRATE  
CATTLE GRADING ON RANCHES.

A series of cattle grading demonstrations during September on a number of New Mexico ranches, the grading to be conducted by J. K. Wallace of the Federal Bureau of Agricultural Economics, has been arranged by the New Mexico Extension Service. Following the demonstrations in New Mexico, Mr. Wallace will go to Wyoming where he will grade the entire fall shipment of cattle going to stockyards from members of the Wyoming Cattle Growers' Association.

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FRUIT FLY QUARANTINE  
REVISION IS ANNOUNCED.

A general revision of the Mediterranean fruit fly quarantine and regulations, effective September 1, giving conditions under which Florida fruits, vegetables, nursery stock and other restricted articles may be moved interstate during the coming shipping season, is announced by the U. S. Department of Agriculture.



NEW MILKING SYSTEM  
REDUCES LABOR.

A new system of milking cows which promises to reduce the cost and labor of milk production, facilitate the keeping of records, and produce a cleaner product, is being used at the U. S. Department of Agriculture dairy experiment farm at Beltsville, Md. The system consists of a mechanical milking unit of standard make; but instead of the usual portable receptacle for the milk, it is drawn into a stationary container located between two stalls and somewhat above the cows. The receptacle is of unbreakable glass and is suspended from a weighing mechanism. Its transparency makes the rate of milking visible to the operator at all times, both by the quantity of milk in the receptacle and by the weight registered by the scale. When the milk ceases to flow, the operator records the weight of the milking and opens a valve which permits the milk to be drawn from the bottom of the container through a sanitary pipe line to a large vacuum tank in the dairy house nearby.

At the department farm one man does all the milking with three units and has milked 29 cows three times a day and 25 cows twice a day in a total period of 5 1/2 hrs.

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MORE YOUNG CHICKENS  
ON PENNSYLVANIA FARMS.

More young chickens but fewer laying hens on farms in Pennsylvania are reported by the Pennsylvania Department of Agriculture. A ten per cent increase in number of young chickens on hand July 1 this year over July 1 a year ago is reported. A good demand for poultry this fall is expected.

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STUDIES CHEMICAL INJURY  
TO WATERMELONS IN TRANSIT.

The results of a series of stationary experiments and actual shipping tests with watermelons to determine whether certain chemicals including fertilizer materials left as residues on the walls and floors of box cars can cause injury to melons have just been reported by the U. S. Department of Agriculture in Circular 74.

Of the ten chemicals used, the following were found to be capable of producing injury under certain conditions: Common salt, nitrate of soda, sulphate of ammonia, sulphate of potash, muriate of potash, superphosphate, a mixed fertilizer, and a watermelon fertilizer. Two general types of injury were noted: (1) a sunken, corroded, leathery appearance, produced by superphosphate; (2) a browning, water-soaking, withering, and softening of the melons, caused by each of several chemicals. The department recommended that cars be cleaned thoroughly before loading, combined with the use of paper side-wall protection and ample dry bedding.

RECENT PUBLICATIONS  
Bureau of Agricultural Economics.

"Conditions Affecting Agriculture in the Lower Rio Grande Valley of Texas," a short statement of interest to prospective purchasers of land, prepared in the Division of Land Economics.

"Facts About Eggs of Value to Housewives," Egg Leaflet No. 3.

"Specifications of the United States Standards and Tentative United States Grades for Eggs."

"A Study of Farmer Elevator Operation in the Spring Wheat Area."

"A Season of High Fruit Prices," radio talk by W. A. Sherman.

"The Price Situation," radio talk by Dr. O. C. Stine.

"The August Crop Report," radio talk by W. F. Callander.

"Report of Conference with Farm Management Representatives from Western Corn and Dairy States, June 17, 18, and 19," for the purpose of discussing cooperative projects and to achieve closer and more effective coordination of the work of Farm Management and Costs Division with that of the States.

"Turn Dockage Losses into Profits."

"Maintaining Satisfactory Quality and Condition of Combine-Harvested Wheat," radio talk by E. G. Boerner.

"The Poultry Outlook," radio talk by Dr. S. A. Jones.

"Lists of Farmers' Business Associations" (Please specify the commodities in which you are interested when ordering these lists).

"Foreign Trade of the United States in Agricultural Products," Separate from Yearbook 1928, No. 1031.

"Preparation of Bunched Beets, Carrots and Turnips for Market," Farmers' Bulletin 1594.

"Statistics of Grains," Separate from Yearbook 1928, No. 1026.

"The Livestock Review for 1928," Miscellaneous Publication No. 54.

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"Deciduous Tree Fruit Market Information Bulletin No. 1," a report of the movement of California deciduous tree fruits during 1928 and 1927, has been issued in mimeograph by B. H. Critchfield, Federal-State Marketing Service, Sacramento, California.



## MARKETING ACTIVITIES

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FARM ORGANIZATIONS DISCUSS  
PACKERS' CONSENT DECREE.

Modification of the so-called Packers' Consent Decree of 1920 which restricts certain operations of packers, - so as to permit the four large packers to establish retail stores for the sale of meats, groceries, and other food products, and to have ownership in public stockyards and terminal facilities, - was discussed by representatives of farm associations at hearings called by Secretary Hyde of the Department of Agriculture, at Washington, September 3, for the purpose of ascertaining the attitude of agriculture regarding such modification.

Secretary Hyde, opening the hearings, made it clear that the meetings, which are to continue during the week of September 3 to 7, are simply to learn the views of agriculture regarding proposed modification of the Consent Decree, and are not officially associated with the hearing scheduled for October 2 in the Supreme Court of the District of Columbia, on the packers' petition for modification. More than 300 farmers organizations have been invited to send representatives to the department's hearings or to file written statements making known their position with regard to modification of the Consent Decree.

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WINTER WHEAT GROWERS  
INTEND INCREASED ACREAGE.

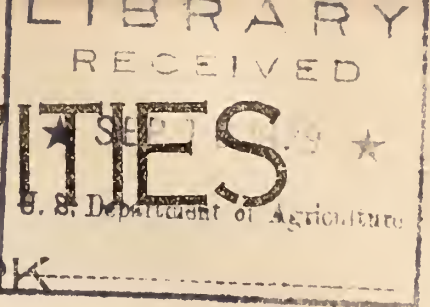
Reports received by the Bureau of Agricultural Economics from about 20,000 farmers reporting for their own farms as of August 15, show intentions to sow an acreage of winter wheat this fall 1.2 per cent larger than that sown last fall. If all winter wheat growers carry out these intentions, an area of about 43,271,000 acres of winter wheat is intended this fall. The bureau points out, however, that as weather conditions and other causes have usually prevented some farmers from carrying out their plans, the acreage sown during the last six years has averaged about 4 1/2 per cent below reported intentions.

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STRAWBERRY GROWERS  
HAVE GOOD OUTLOOK.

On the basis of reports from growers as to acreages planted and planned for the 1930 season, the prospects for strawberry growers now seem to be better than at any time since 1926, says the Bureau of Agricultural Economics. Growers in the most troubled areas are preparing for substantial reduction in acreage, the intended reduction in acreage for the country as a whole amounting to 7 per cent below the 197,000 acres picked in 1929.

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Atn., Miss Trolinger,  
4 K Washington, D. C.



SOUTH'S CROPS LARGER  
AND NORTH'S SMALLER.

Present indications are that there will be somewhat smaller yields of the principal crops in the North and larger yields of the main crops in the South, as compared with last year, says the Bureau of Agricultural Economics in its September 1 report on the agricultural situation.

The great crops of the North - corn, wheat, oats, potatoes, and fruits - are smaller than last year's, while the great southern crops - cotton, tobacco, and sweet potatoes - are larger than last year's. Taking 34 principal crops together, the August estimates indicated a composite yield about 5 per cent below 1928 but one only slightly below the ten-year average. The report says:

"The favorable harvest weather plus the hastening influence of the 'combine' have brought grain to market in heavy volume. Storage capacity has been taxed at most concentration points and in some instances embargoes have been declared. Certain of the staple fruits and vegetables promise shorter supplies than last year and are accordingly selling at higher prices. Potatoes are an important example. As estimated in August, the prospective potato crop would supply about three bushels per capita. In the normal course of things that would mean fairly high-priced potatoes. Since 1919 there have been four other years when the potato crop amounted to about three bushels per capita. The combined December 1 price at the farm in those years averaged \$1.50 per bushel and the March price \$1.85. In the short crop years it paid better, on the average, to hold potatoes until spring than was the case in years of large crops.

"Most fruits and vegetables have been selling at considerably higher prices than a year ago because of lighter output or better demand in the early part of the season. Dry weather cut the yield in some sections. Most fruits have been on the high-price list. Apples are selling about twice as high as last season. Western grapes started about one-third higher. Peaches did fairly well, especially in the early part of the season. Pears started high and prices are well maintained. Cantaloupes and melons have brought growers good average returns despite liberal shipments. Comparative scarcity of tree fruits has helped this class of products.

"The lamb crop this year turned out to be about 1 per cent, or 250,000 head, less than last year's. This was due to the unusual losses of late lambs in the West, and occurred in spite of the fact that the number of ewes was larger. Thus the sheep industry, though expanding its breeding flocks, is not likely to put any more lambs on the market in the next ten months than it did in the same months last year. This fact, coupled with a probable active demand for feeders and with the present high prices of other meats, apparently leaves the lamb market in reasonably strong shape.

"The beef cattle prospect is still favorable to producers. The expectation is that about the same number of cattle will move to market in the coming year as last year. However, the poor winter range and feed prospects may induce a heavier movement of both cattle and sheep than August reports indicated. For the long pull, it appears that some expansion is beginning in cattle production, more particularly in the Corn Belt."



H. N. NAYLOR APPOINTED SECRETARY  
OKLAHOMA STATE MARKETING COMMISSION.

The appointment of H. N. Naylor as Secretary of the Oklahoma State Marketing Commission to fill the place of George Vincent, resigned, has been announced by Harry B. Cordell, Chairman of the Commission. Mr. Naylor has been associated with chambers of commerce in Oklahoma.

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MOVEMENT OF CITRUS FRUIT  
FROM FLORIDA IS AUTHORIZED.

Secretary Hyde of the Department of Agriculture on August 30 amended the regulations issued under the Mediterranean fruit fly quarantine, authorizing the interstate movement, prior to October 1, of marketable citrus fruit produced within the eradication area and also authorizing that citrus fruit within this area may, in lieu of destruction, remain on the trees to reach a marketable stage of ripeness, conditioned on the determination by the inspector of the absence of local risk of infestation. The secretary stated that the shipment of any portion of the commercial citrus crop, as to any variety or district, promptly on such fruit reaching a stage of maturity permitting such movement may, in the absence of local risk of infestation, be consistent with the eradication objects of the regulations.

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FARM PRICE INDEX HIGHER.

The index of the general level of farm prices advanced from 140 to 143 per cent of the pre-war level from July 15 to August 15, according to the farm price index of the Bureau of Agricultural Economics. At 143, the index is 4 points higher than in August a year ago, the increase being the result of higher farm prices of wheat, oats, rye, flaxseed, hay, potatoes, apples, hogs, beef cattle, veal calves, butter, chickens and eggs. Lower farm prices are reported, however, for corn, barley, cotton and cottonseed, sheep and lambs, butterfat, wool, and horses than in August, 1928.

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DEPARTMENT WARNS AGAINST  
ALTERATION OF INSPECTION CERTIFICATES.

Several instances have come to the attention of the Department of Agriculture in which copies of certificates issued by farm products inspectors of the Bureau of Agricultural Economics have been altered. The evidence in one case has been transmitted to the Department of Justice for prosecution. The Department has given orders to inspectors that no certificate shall be issued which contains any change, erasure, or alteration in the grade statement or in the figures showing the numbers or percentages of defects. A carbon copy of every certificate issued is on file at Washington.

### FARM PRODUCT STANDARDIZATION SHOWS STEADY GROWTH.

Fruit and vegetable standardization has been steadily growing since the inauguration of this service in 1916, reports R. R. Pailthorp, specialist in standardization, Bureau of Agricultural Economics, until at this time grades have been established for forty-four commodities. The favorable attitude toward the service of shippers and receivers, on the part of the former because of better prices received and of the latter because of better quality assured, Mr. Pailthorp says, has led the Division of Fruits and Vegetables to extend standardization to more and more products each year. The latest development in this work has been the standardization of commodities for canning.

Considerable progress has been made in the establishment, at tomato canning factories, of a grading system whereby growers can be paid in proper proportion to the actual value of their loads, in order that growers of better quality products may receive premiums for their stock. Tentative standards were issued for tomatoes for canning in 1923. These were revised in 1926. In 1928 nine canners in Indiana, one in New York and three in Pennsylvania bought their raw tomatoes on the basis of the U. S. grades. These canners are now planning to buy their tomatoes on the graded basis during the coming season. Contracts for tomatoes on the basis of the U.S. grades have also been made at about thirty additional canneries.

Much interest has been shown by the trade in the establishment of U.S. grades for other vegetables and fruits for canning. Grades for apples used for sauce and for slicing purposes have been issued recently, and investigations are now being made looking toward the establishment of grades for cabbage for kraut manufacture, spinach, snap beans, and cherries for canning.

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### MORE OHIO FARMERS KEEPING FARM ACCOUNTS.

More than 1,000 Ohio farmers this year are keeping accounts of their business as compared with less than 700 farmers in 1928 and with 381 farmers keeping records in 1926, reports the Ohio Extension Service. A summary of 613 accounts from all parts of Ohio last year shows that the labor income in 1928 ranged from a loss or minus sum of \$1,537, to a labor income of \$4,807. "Labor income," it is explained, "is the difference between cash receipts and cash expenditures after changes in inventory have been adjusted and four per cent interest on the money invested in the farm has been charged." Farms which had more than \$3,000 in cash receipts averaged about \$1,900 in labor income. Those with cash receipts of less than \$3,000 averaged only about \$700 in labor income.

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F. W. RISHER has resigned from the North Carolina State Department of Agriculture to go with the Florida Department of Agriculture. Commissioner W. A. Graham of the North Carolina Department declares that Mr. Risher is a recognized expert on the marketing of poultry and livestock.



SECREATRY HYDE ADVOCATESTIMBER GROWING ON MARGINAL LANDS.

In a letter of thanks to the Michigan Kiwanis Clubs for their gift of 5,000 acres of young pine trees planted at their expense on barren land in the Huron National Forest and dedicated August 30 at ceremonies held at East Tawas, Michigan, Secretary of Agriculture Arthur M. Hyde advocated a reduction in the amount of low grade farm lands now under cultivation and their conversion to timber-growing. He said:

"Your forestry problem in Michigan is indeed a most serious one. Magnify it many times and you have the forestry problem of the United States. That problem consists in finding ways to keep one-fourth of our land area productive, to supply about 25 billion cubic feet of wood a year, to perpetuate industries that employ over a million men and turn out products valued at more than two billion dollars a year, to obtain the full benefit of forests in conserving soils and waters, and to preserve the important social values of forests.

"One of the most important elements of the farm problem is the proper utilization of land. Our national heritage covers 1,903,000,000 acres. Of this 505,000,000 are classed as improved farm lands, capable of producing crops. Only about 350,000,000 acres are actually producing crops. On those 350,000,000 acres, American farmers are annually producing vast stores of foodstuffs, which not only supply the demands of our own people, but overrun domestic need into the markets of the world.

"Marginal and submarginal lands, whose yield is so low and cost of production so high as to make profitable farming impossible, ought not to be farmed. They produce in the aggregate millions of bushels of farm products, but at a prohibitive cost. They take a heavy toll of national resources through erosion. They afford a standard of education far below the average. They depress the price of products from farms which might otherwise be prosperous."

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BUNCHED VEGETABLE SHIPMENTSINCREASED IN TEN YEARS.

The rapid increase in carlot shipments and consumption of bunched vegetables during the last ten years is ascribed by the Bureau of Agricultural Economics to improved production and marketing methods involving standardization, modern refrigeration and fast transportation from producing areas to city markets. Carrots, for example, have jumped in production from 3,184,000 bushels in 1923 to 6,628,000 bushels in 1928. The results of a study of handling methods has just been issued by the Department of Agriculture in Farmers' Bulletin 1594-F, entitled "Preparation of Bunched Beets, Carrots, and Turnips for Market."

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ICE CREAM CONSUMPTION in the United States was greater last year than in any preceding year, reports the Bureau of Agricultural Economics. Total consumption is estimated at 348,048,000 gallons, compared with 335,628,000 gallons in 1927. Per capita consumption was 2.90 gallons compared with 2.85 gallons in 1927.



RAILROAD NOT LIABLE FOR DAMAGES INCIDENT TO LOADING  
LIVESTOCK IN CAR.

In the case of St. Louis Southwestern Railway Company v. Anderson & Hileman as reported in 17 S.W. on page 473 it was determined that damages can not be collected from a railroad on account of injury due to the manner of loading livestock in its cars. From a judgment for plaintiffs, the defendant appeals. Reversed.

Suit was instituted for damages to a shipment of cattle arising out of alleged negligence on the part of the railroad company. The cattle were loaded in two cars, one forty feet long and the other thirty-six feet long. Upon arrival at destination several of the cattle were dead and several injured. These were all in the shorter car and evidence introduced tended to show that the damage was the result of crowded conditions. The producing cause of such injuries was the major issue involved.

The freight classification covering this shipment stipulated that: "In receiving live stock of any description for transportation, not in boxes, cages or crates, the actual delivery to the carrier does not commence until the stock has been placed in the car. \* \* \* The owner or his agent is responsible for the loading and unloading of live stock, not in boxes, cages or crates, the carrier assuming no liability whatever in regard to such loading or unloading; any assistance which may be rendered by an employee of the carrier in loading and unloading shall be construed as purely voluntary, and any such employee while so engaged shall be considered the agent of the owner and not of the carrier."

The contract of shipment stipulated that unless caused by the carrier's negligence the carrier shall not be liable on account of injury or death of live stock occasioned by overloading and crowding one upon another; that the shipper at his own risk and expense shall load and unload the live stock into and out of cars, except where this duty is made obligatory upon the carrier by statute or is assumed by a lawful tariff commission. It appears that plaintiffs in the court below relied upon and introduced the contract of shipment and that although the loading of the cattle was superintended by other parties, yet the plaintiff paid for the loading; therefore, the loading of the cattle became the act of the plaintiffs in performing such duty imposed upon them by the contract of shipment.

Upon appeal, the court stated that the error in the instruction to the jury was to authorize a finding of negligence on the part of the railway company simply for the matter of overloading the cars and that in the circumstances the jury probably understood that the railway company would be liable upon the bare fact of overloading the cars; and that since the contract of shipment expressly imposed the duty upon the shipper of loading the cattle into the cars, the railway company would not be liable merely for the act of the shipper in overloading the cars. Accordingly, the judgment was reversed.

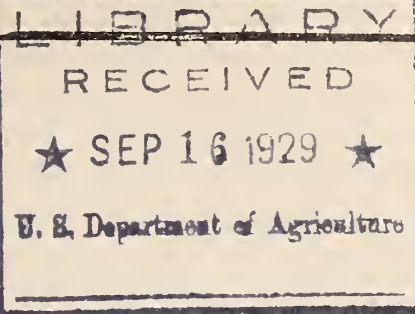


# MARKETING ACTIVITIES

## AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

September 11, 1929



Vol. 9, No. 37

### NEW YORK CITY NEEDS MORE MILK DURING FALL.

The need of New York City for more milk in the fall justifies more winter dairying, in the opinion of Professor H. A. Ross, Cornell University Experiment Station, who says that for the New York milk shed as a whole, the milk produced in November is only half that produced in June.

"In Dutchess and Putnam Counties, New York," Professor Ross says, "a little more milk is produced in November than in June; yet in Tioga County, Pennsylvania, the November milk flow is less than a third of that of June. Generally speaking, the greatest proportion of winter dairying is in the regions which have been supplying New York city longest." He believes that "dairy farmers will do well to see that more cows freshen in the fall than in the natural spring period for calving."

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### FRESH PRUNES SHOULD BE MARKETED IN BETTER CONDITION.

Withholding shipments of fresh prunes from Northwestern producing areas so as to place the prunes on the market in a better condition of maturity than has been the case heretofore would stimulate consumption of this product, says the Bureau of Agricultural Economics, following a survey of 31 markets in which 356 wholesalers, jobbers, brokers, and retailers were interviewed.

In the opinion of many people in the trade, the too early shipment of immature fruit has been one of the chief factors in holding down demand for fresh prunes, says the bureau. Dealers in some markets stated that toward the end of the shipping season some fruit arrives overmature, which also affects market demand.

Standardization of the package in which fresh prunes are marketed, for both size and weight, is also recommended by the trade. The packing of small prunes and looseness and slackness of packs are regarded as sales deterrents. The survey shows that there is little demand for fresh prunes in the Southeastern States, and also in some of the New England States, because the fruit is not generally known by consumers, and the bureau believes that if the many uses of fresh prunes such as jams, jellies, pies, cakes and sherbets were made known to the general public the demand for the product could be increased.

FARMERS WARNED AGAINST  
OVER-PLANTING WINTER WHEAT.

If farmers carry out their expressed intentions to seed this fall an acreage of winter wheat 1.2 per cent greater than was seeded last fall, production will, with average abandonment and average yield, continue to be well above domestic requirements and the 1930 wheat crop will have to be marketed on an export basis, says the Bureau of Agricultural Economics, in its outlook report on winter wheat issued September 6.

"The world market for wheat of the 1930 crop," says the bureau, "probably will be no better than, and may not be as good as, that for the present season. Yields of spring wheat in the United States and Canada this year have been very low and prospects now are that yields in Argentina and Australia will also be lower than usual. Farmers should not depend upon low yields next year keeping down the world wheat crop."

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CATTLE BUYING LESS  
CERTAIN THIS YEAR.

Judging by advance statements of their intentions, the cattle feeders of the Corn Belt will buy just about as many cattle during the remaining months of this year in the same months, as they did last year, although the influences which determine whether the feeders will carry out these intentions are not so clear this year as they were a year ago at this time, declares J. C. Neff of the Rural Economics Department, Ohio State University.

Mr. Neff anticipates that feeders will buy rather more cows and heifers this fall than last, and fewer heavy feeding steers, but that purchasing will be centered on calves and yearlings as was the case last year.

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STUDIES SOURCES OF NEW  
YORK CITY APPLE SUPPLY.

New York City last year received 12,923 carloads of apples, of which New York State growers supplied 3,682 carloads; the Shenandoah-Cumberland region of Pennsylvania, Maryland, Virginia, and West Virginia supplied 2,400 carloads, and western states 6,047 carloads, according to Leland Spencer, New York State College of Agriculture. New England, he says, supplied the city with 509 carloads, and approximately 850 additional carloads came in by truck, mainly from New York and New Jersey.

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PRECAUTIONS TO TAKE IN SHIPPING LIVESTOCK are contained in Leaflet 38-L, "Maintaining the Health of Livestock in Transit," just issued by the U. S. Department of Agriculture. The leaflet deals chiefly with the prevention of shipping fever and related maladies that have caused serious losses among cattle received at public stockyards and country feeding points.



FOREIGN AGRICULTURAL  
MARKET CONDITIONS IMPROVED.

Basic factors affecting the continental European market for American agricultural products have shown signs of improvement the last two months, but conditions in the United Kingdom have been less favorable, reports the Bureau of Agricultural Economics, U. S. Department of Agriculture, on information from its foreign representatives and other authentic sources.

General industrial conditions throughout western and central continental Europe are reported to be fairly good with the almost universal exception of textiles, especially cotton. There has been a decrease in continental unemployment, but in the United Kingdom actual and threatened strikes have been a serious factor. The improved general purchasing power on the continent is expected to be maintained the next few weeks, and the purchasing power of the continental farm population to be greater than that of last year, due largely to higher wheat prices.

In the pork markets the generally stronger tone of recent months continues, with the British market for cured products showing a somewhat easier tendency. British market supplies of these products have been increased from continental countries other than Denmark. European lard prices remain below last year's, but imports are larger. Indications are that, given continued favorable conditions, the Continent will be less dependent than last year upon American apples, with the market for volume opening late. The short Yugoslav prune crop has improved prospects for the continental demand for United States prunes.

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BETTER CONDITIONS SEEN  
FOR GRAPE GROWERS.

Better conditions among grape growers, largely the result of lower volume of production of grapes and other fruits as compared with crops of the last few years, are reported by the Bureau of Agricultural Economics. Present prospects are that the total production of grapes in 1929 will be about one-fifth less than that in either 1927 or 1928. Prices to date have been more satisfactory than those of the previous season. A copy of "The Grape Market Situation, 1929" may be obtained from the Bureau of Agricultural Economics, Washington, D.C.

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STANDARD APPLE BOX  
IS ADOPTED ABROAD.

The United States standard northwestern apple box is now being used by Australian apple shippers, the ministers of agriculture in the various States of the Commonwealth having agreed that each State shall include in its schedule of cases the standard case, or box, having the inside measurements of 10 1/2 by 11 1/2 by 18 inches. These specifications have been adopted also by New Zealand and Canadian apple shippers.

NEW JERSEY POTATO  
GROWERS HAVE GOOD SEASON.

With the shipment of 3,715 cars or the bulk of the commercial crop in six weeks, the New Jersey potato industry had one of the most successful and fastest deals in its history this season, reports the New Jersey State Department of Agriculture. The department maintained a branch office at Hightstown during the shipping season in order to keep growers and shippers informed on shipments, prices paid by truck buyers, market trends and reactions, and other price data.

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COTTON CARRYOVER  
OF LOWER GRADE THIS YEAR.

The quality of cotton held in the United States on August 1, 1929, was lower in grade than that on hand August 1, 1928, reports the Bureau of Agricultural Economics. Of American cotton, 1,197,900 bales were White in color and Middling or better in grade. This was 56.5 per cent of the total Upland, as compared with 69.9 per cent last year.

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COUNTRY NEEDS MORE FARM  
STORAGE FOR GRAIN.

The present practice of paying premiums for wheat containing a high protein content, and the increased use of the combine for harvesting grain in the grain-producing area east of the Rocky Mountains and particularly in the hard-red-winter and hard-red-spring wheat areas, has emphasized the need of more farm storage for grain, says the United States Department of Agriculture in Leaflet No. 46 entitled "Farm Grain Storage," just issued.

The department grain marketing specialists declare that farm storage facilitates orderly marketing, prevents car shortage and embargoes, reduces labor cost, makes home cleaning profitable, insures better quality, and reduces losses from damp grain.

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ANNUAL REPORT OF THE LIVESTOCK MEATS AND WOOL DIVISION, Fiscal Year Ending June 30, 1929, has been issued in mimeograph by the Bureau of Agricultural Economics.

REGULATIONS GOVERNING THE INSPECTION AND CERTIFICATION OF DRESSED POULTRY have been amended by the United States Department of Agriculture.

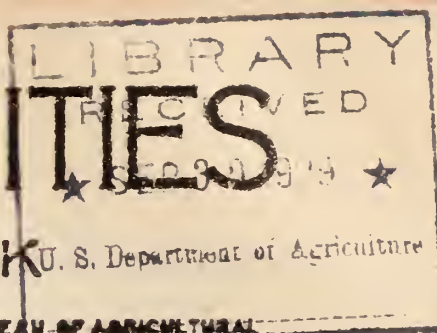
"FARMERS' COOPERATIVE ASSOCIATIONS IN THE UNITED STATES, 1929," has been issued as Circular No. 94 by the United States Department of Agriculture.



# MARKETING ACTIVITIES

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September 18, 1929

Vol. 9, No. 38.

### WISCONSIN AMENDS

#### POTATO GRADING REGULATIONS.

Amendment of the Wisconsin potato grading regulations with regard to size of sacks and marking requirements has been announced by the Wisconsin Department of Markets following conferences with potato growers, shippers, and dealers. The amendment provides that in addition to the specified size of sacks customarily used for the shipment of U. S. Fancy and U. S. No. 1 potatoes, sacks containing less than one hundred pounds net weight may be used.

The provision permitting "Ungraded" potatoes to be marketed without being tagged, branded or labeled to show that fact, has been revoked, and the following substituted:

"Each sack or other container of potatoes which is not intended to be marketed as 'U.S. Fancy,' 'U.S. No. 1,' 'Badger State Brand Certified Seed' or 'Uncertified Seed' shall be tagged, branded or labeled 'Ungraded'. In the case of such potatoes which are not marketed in containers, a card shall accompany the potatoes stating 'Ungraded'."

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### INCREASED GRAIN STORAGE

#### FACILITIES ARE NEEDED.

With cash wheat selling under future quotations, and a generally descending price scale in spite of a short crop, the present wheat marketing season strikingly illustrates the inability of present terminal marketing facilities to absorb heavy grain shipments, and points to the need of increased storage facilities on farms and at shipping points, according to E. J. Bell, Jr., marketing specialist, Montana Experiment Station.

While the Canadian wheat crop is about half of what it was last year and spring wheat in the United States is about a third less than in 1928, there is unusual congestion at terminal markets, Mr. Bell says. On September 7, wheat of contract grade, No. 1 Northern Spring, was selling from two to four cents under September futures, seven to nine cents under December futures, and 15 to 17 cents under May futures, a situation, Mr. Bell adds, which market observers attribute to congested markets making cash wheat less desirable than wheat to be delivered at a later date.

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"LEGAL STANDARDS for Grading, Packing and Inspection of New Hampshire Apples" have been issued in booklet form by the New Hampshire Department of Agriculture, Concord, N. H.



ALABAMA REPORTS ON  
COTTON PRICE STUDY.

In many instances where Alabama cotton is sold in local markets, farmers are paid for cotton of a lower grade than the cotton would actually be classed according to government standards, says the Alabama Experiment Station in a report of the results of an investigation by the United States Department of Agriculture and the Alabama Polytechnic Institute.

J. D. Pope, head of the Alabama Department of Agricultural Economics, declares that it is not unusual for farmers to be paid on a basis of one grade below what their cotton actually grades. "Under present regulations as to grade and staple of cotton," he says, "trained men are needed for accurate grading and stapling. Where there is doubt, cotton is graded low for the protection of the buyer; and the grower is penalized accordingly. On the other hand farmers usually receive no discount for cotton of extra short untenderable staple and sometimes receive more than the true value of their cotton. It seems that an improvement in the marketing system would be to make the price strictly in accordance with the government classification."

The investigation disclosed that where cotton is sold cooperatively the farmers are paid on a basis of actual grades and staples.

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EARLY POTATO GROWERS  
PLAN TO INCREASE ACREAGES.

Florida and Texas growers of early potatoes have reported to the Bureau of Agricultural Economics that they intend to plant 37,600 acres for next spring's crop as compared with 31,080 acres planted for the 1929 crop. This increase is not excessive, says the bureau in its September 13 report on the outlook for early potatoes, in view of the relatively low supply of old potatoes that will be on hand next spring. The bureau estimates that stocks of merchantable potatoes on hand January 1, 1930 will be around 75,000,000 to 80,000,000 bushels as compared with 131,000,000 bushels on January 1, 1929. Even should production reach 4,500,000 bushels in Florida and Texas, the price of the crop, in the bureau's opinion, should not fall far below the average secured in 1929.

The Interstate Early Potato Committee consisting of extension and marketing officials of Virginia, North Carolina, and Maryland, and of the United States Department of Agriculture, met at Washington, D. C. September 13, and issued a statement in which they recommended that production of early potatoes in five Atlantic Seaboard States be increased about 2,000 cars in 1930 over shipments in 1929, making a total of about 39,000 cars. The committee recommended that Florida growers increase acreage to about 28,000 acres compared with 22,000 acres this year; South Carolina increase to 15,000 acres compared with 12,000 acres this year; and North Carolina growers increase to 35,000 acres compared with 30,000 acres this year. A decrease of 11,000 acres from the 67,000 acres this year on the Eastern Shore of Virginia was recommended, and Maryland growers were urged to hold acreage at around 14,000 acres.



NEW HAMPSHIRE ISSUESAPPLE GRADING REGULATIONS.

Apple grading, packing and inspection regulations recently issued by the New Hampshire Department of Agriculture provide that "A" grade apples may have smooth solid russeting covering in the aggregate area not more than 10 per cent of the surface in addition to the formerly allowed 25 per cent smooth net-like russeting and the 1/2 inch area of rough bark-like russet. In stenciling closed packages the name of the State in full must be given and not its abbreviation. Apples sold in closed packages must fulfill grade requirements at time of delivery unless by agreement in writing some other date is designated. Packages with either a partial or complete attached covering are ruled as closed packages. Boxes must carry the same style lettering as barrels or one equally legible. On small packages where half inch block letters are inappropriate the markings must be clearly legible and have approval of the Commissioner of Agriculture.

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FOOD MARKETING PROBLEMSTO BE DISCUSSED AT CONVENTION.

The marketing of poultry culls, misleading food advertising, cold-pack fruits, sanitation of roadside markets and standards, and the enforcement of California canning laws are some of the subjects which will be discussed at the thirty-third annual conference of the Association of Dairy, Food, and Drug Officials of the United States to be held at Lincoln, Nebraska, for four days beginning September 23.

Association officials declare that last year more than a quarter million pounds of poultry culls were seized as being unfit for human consumption, and that Congress is now considering legislation which would extend to fowls at time of slaughter a Government inspection similar to the present inspection of meats.

Regarding misleading food advertising, it is pointed out that food and drug laws prohibit false statements on labels, but do not cover false statements in collateral advertising. Methods of protecting the buying public from misleading food advertising will be discussed at the convention.

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COLD STORAGE STOCKSLARGER THIS SEPTEMBER.

Cold storage holdings of practically all agricultural commodities on September 1 show an increase over September 1 a year ago, the only important exception being case eggs the holdings of which are placed at 3,540,000 cases on September 1 compared with 9,944,000 cases last September, according to the cold storage report of the Bureau of Agricultural Economics.

Stocks of creamery butter on September 1 are reported at 168,974,000 pounds compared with 136,175,000 pounds on September 1 a year ago; American cheese 86,654,000 pounds compared with 83,906,000 pounds a year ago; total meats 848,053,000 pounds compared with 771,659,000 pounds.

GRAIN INSPECTION APPROVED  
ON EASTERN SHORE.

Establishment of a grain inspection service that will cover the entire wheat growing area of Maryland is being urged by the Maryland State Department of Markets following the experimental service which was maintained at Easton, Maryland, from July 1 to August 15 this year. Inspection was under the immediate supervision of the Baltimore office of the Federal Grain Supervision and was conducted by a licensed inspector of the U. S. Department of Agriculture. The administration of the project was under the Maryland State Department of Markets.

One hundred thirty-two inspections of wheat were made and the same number of certificates issued. Fifty-six of these inspections were made on grain in bins or granaries. Thirty-eight were made on grain carried or loaded on cars or boats. Thirty-four were inspections made on samples brought or sent into the laboratory by growers.

The samples which were officially inspected and graded represented about 100,000 bushels of wheat, and about 50,000 bushels additional were covered by inspections of samples submitted by farmers and others. Of the one hundred thirty-two samples of wheat analyzed, 13 graded No. 2; 55 graded No. 3; 44 graded No. 4; 1 graded No. 5 (on account of musty odor), and 19 graded "sample grade."

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COTTON SHOW TO FEATURE  
NEW COTTON USES.

The new uses for cotton which have been developed by the United States Department of Agriculture and cooperating agencies will be a feature of the National Cotton Show to be held at Memphis, Tennessee, September 28 to October 5. The new products include bagging for bales of cotton, gas cells for airships, and new types of cotton clothing. Motion pictures will show the various functions of cotton cooperative marketing associations.

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DR. SHEPPERD NAMED ACTING  
PRESIDENT NORTH DAKOTA COLLEGE.

Dr. J. H. Shepperd, chairman of the Animal Husbandry Department at the North Dakota Agricultural College has been named acting president of the college until a permanent president is selected, according to recent action of the North Dakota State Board of Administration. Dr. Shepperd relieves Prof. A. E. Minard, dean of the school of science and literature, who has been acting president since the resignation of Dr. John Lee Coulter.

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"MONTANA FARM REVIEW, 1928 Edition" has been published by the Montana Department of Agriculture, Labor and Industry, Helena, Montana. This publication discusses the 1928 growing season; trends in acreage, yields, land values, prices, farm wages, and farm implement sales; farm income; crop and livestock production and marketing.



SCOPE OF NEW ENGLAND MARKETING  
PROGRAM IS ENLARGED.

More than two million "New England Quality Labels" have been used by the six New England States which have joined in the New England Farm Marketing Program to satisfy home demands with New England grown products, reports Commissioner S. McLean Buckingham of the Connecticut Department of Agriculture.

In pursuance of this program, Maine has established grades for potatoes and eggs; New Hampshire has established grades for eggs, apples, and maple products; Vermont, grades for maple products, eggs, potatoes, butter, honey, and apples; Massachusetts, grades for eggs, asparagus, baby chicks, hatching eggs, strawberries, celery, bunched carrots, beets, turnips, and radishes; Rhode Island, grades for eggs, bunched beets, carrots, radishes, turnips, hatching eggs, baby chicks, and poultry breeding stock, and Connecticut, grades for eggs, asparagus, bunched beets, carrots, celery, turnips, and strawberries. Commissioner Buckingham declares that the scope of the service will be enlarged from time to time, and grades promulgated for a larger number of products.

The Commissioner reports that investigations to determine the cause of preference of New England consumers for shipped-in produce reveal that such products, of uniform grade and pack, and available in carlot quantities, make repeat orders possible; such packages, carefully branded and extensively advertised, are easily identified and are made readily accessible to the consumer, and that the handling of such produce in large quantities through improved terminal warehouse facilities greatly simplifies the work and worry of the produce dealer. He says that New England farmers must adopt similar modern marketing practices.

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RAMIE CAN BE GROWN  
IN SOUTHERN STATES.

Ramie, a fiber-yielding plant cultivated commercially only in China and Japan, might prove a desirable crop for the southern United States if it were possible to perfect a decorticating machine which would strip the fibers from the plant more economically than by the hand methods used in the Orient, according to Lyster H. Dewer, fiber-plant specialist of the U. S. Department of Agriculture. Experimental plantings indicate, he says, that the crop would be well suited to the lowlands in the Southern State.

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IMPROVEMENT IN COTTON  
GINNING METHODS NEEDED.

Stressing the need for improved cotton ginning methods which will reduce losses on account of excessive moisture in the seed, too high rate of saw speeds, and other causes, Arthur W. Palmer, in charge of the Cotton Marketing Division, Bureau of Agricultural Economics, announced in a recent radio talk that plans are being made to cooperate with the Mississippi Agricultural Experiment Station in a series of studies of the influence of factors such as speeds, moisture, and staple length, upon ginning results.

MUST HATCH INCUBATOR CO. v. THE GOVERNOR OF OREGON

Attention is called to the digest of the above case in the July 24, 1929 issue of "MARKETING ACTIVITIES," which was based upon a report made in Vol. 32 (2nd) No. 4, Federal Report, at page 714. That case was not recently decided, as indicated in the July 24 issue, but dated back to July, 1927. Since that time Federal laws relating to the shipment of livestock and domestic animals have been amended in such manner as to include live poultry within their provisions, and the statement in the digest taken from Vol. 32, Federal Reporter, under date of July 4, 1929, that "Inasmuch as Congress has not by law covered the subject here in question, it is held that the State of Oregon has not entered a field from which it has been excluded by Congress," does not now hold. Under the above-mentioned amendments to Federal laws it is possible to ship baby chicks interstate free from regulations by the States.

- F. H. Fitts.

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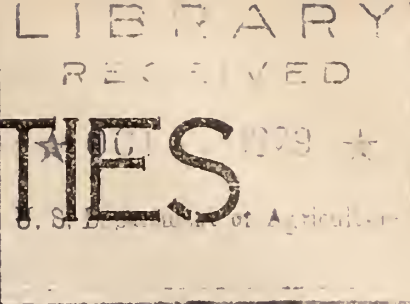
"STATISTICS OF FIELD CROPS OTHER THAN GRAINS," Separate No. 1028, from the 1928 Yearbook, has just been issued by the United States Department of Agriculture. The publication gives statistics on beans, soy beans, cowpeas, velvet beans, broomcorn, cotton, cottonseed, cottonseed oil, cottonseed meal, hay, pasture, hops, peanuts, peanut oil, sugar beets, sugar, sorgo, sugar-cane sirup, maple sugar and sirup, seeds, and tobacco.

"HORSES, TRACTORS AND FARM EQUIPMENT" has been issued by the Iowa Agricultural Experiment Station as Bulletin No. 264. This is the second of a series of four bulletins reporting the results of a study of the organization and management of 28 farms in Iowa County from 1925 to 1927.

"THE PRODUCTION OF JOHNSON GRASS FOR HAY AND PASTURAGE," has been issued by the United States Department of Agriculture as Farmers' Bulletin No. 1597. This bulletin is a revision of and supercedes Farmers Bulletin 1476, "Johnson Grass: Its Production for Hay and Pasturage."

"FACTS ABOUT EGGS OF VALUE TO HOUSEWIVES," has been issued as a mimeograph leaflet by the Bureau of Agricultural Economics. It discusses retail grades and standards for eggs, and contains several recipes for cooking eggs.





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September 25, 1929

Vol. 9, No. 39

### DRESSED POULTRY SHIPMENTS

#### UNDER PURE FOOD REGULATIONS.

Dressed poultry shipped interstate as grade number three or "cull" poultry has been found by Federal inspectors to contain nearly 50 per cent of birds unfit for food because of disease, according to J. O. Clarke, chief of the central district of the Food, Drug and Insecticide Administration. From two to five per cent of all poultry is graded number three which means that from one to two and one-half per cent of all poultry is rejected on account of disease.

The Government seized 300,000 pounds of low-grade poultry in New York City recently. In Chicago 35,000 pounds were taken. State and city officials seized 100,000 pounds, most of it in Chicago.

The Bureau of Agricultural Economics has been conducting inspection service at killing plants to remove diseased fowls and has given out information that rejections of live birds by one eastern packer during the month of December 1928, were 14 per cent, while in February 1929, for the same packer they were 18 per cent. Another packer received less than three per cent unfit birds any month and as low as 0.9 per cent some months. Another manufacturer of poultry-food products received 19,000 pounds of number three poultry in April, of which 41 per cent was rejected by the inspector.

The Food and Drug Act requires that all interstate shipments of poultry be free of diseased or otherwise unfit birds.

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### NORTH DAKOTA ESTABLISHES

#### POTATO GRADE INSPECTION SERVICE.

Establishment of a potato grade inspection service for the State of North Dakota is provided for in an act which authorizes the State Seed Commissioner to establish such service; to designate potato inspection points; to issue certificates of inspection for potato grades; to promulgate all grades as provided, and to make all rules, regulations, and definition of terms necessary to carry out the provisions of the law. This act, together with the authorization given under the Pure Seed Certification Act, now enables the Office of the State Seed Commissioner to offer to all growers and shippers, grade inspection for all potatoes. The grades are identical with those used by the United States Department of Agriculture. Copies of the regulations may be obtained from R. C. Hastings, Chief Potato Grades Inspector, State College Station, Fargo, North Dakota. They have been published in Circular 38 issued by the North Dakota Agricultural Experiment Station.



CALIFORNIA STUDIESEASTERN APPLE MARKETS.

Holding California Gravenstein apples for a period about two weeks later than has been the custom, before shipping to eastern markets, would result in better demand and higher prices for the fruit, according to F. W. Allen, associate pomologist in the University of California Experiment Station, following a ten weeks' investigation of demand, supply and distribution of Gravenstein apples in eastern markets.

"If there is a feasible way to get more color into the fruit apples shipped, it would strengthen demand and prices," Mr. Allen says. "I am not ready to recommend this, however, for every day the apples are held, brings them just that much closer to the Jonathan season. Jonathans being highly colored, simply take the market."

Mr. Allen found that the first Gravenstein apples shipped, reaching New York, July 30, had no red at all and were barely yellow. On August 10, the shipments contained apples that were well streaked with the characteristic red of this variety.

Mr. Allen is working in cooperation with H. E. Erdman of the Division of Agricultural Economics at the University, in a survey of the entire Gravenstein deal. He visited Chicago, Cleveland, Boston, Philadelphia, and New York on his eastern trip, and a meeting is planned shortly in Sebastopol to give a report of findings to growers.

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CALIFORNIA TURKEY GROWERSORGANIZE FOR SHIPMENTS.

The California Turkey Growers' Association, composed of ten active local turkey growers' associations, was organized at Sacramento, California, last month. Plans were made for Federal-State grading service, and for selecting delivery points for each pool. The Association expects to handle a large quantity of dressed poultry this season.

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MONTANA REPORTS HIGHPROTEIN WHEAT THIS YEAR.

Although the protein content of Montana wheat this year is establishing some new high record figures, says the Montana State College Extension Service, "premiums for high protein wheat are lower than at any time since protein content became a factor in the determination of wheat values. This situation is attributed to the comparatively large amounts of high protein wheat reaching the markets."

Tests on 2,994 samples of Montana winter wheat, made by the Montana Grain Inspection Laboratory at Bozeman, have averaged 13.53 per cent protein, and 5,788 spring wheat samples averaged 15.79 per cent.



NEW JERSEY APPLE GROWERS  
AIDED BY FARM PRICE REPORTS.

The farm price reporting of apples by the New Jersey State Department of Agriculture is of considerable value this fall because of the small crop, says the New Jersey Bureau of Markets. This market news reporting service was inaugurated last year to acquaint New Jersey farmers with the latest quotations and to aid them in obtaining the best possible price for their product.

"The department has been obtaining a daily report of the actual prices of apples at the farm by leading growers who are well posted as to the quality, grade and pack of fruit. Market quotations and conditions are also obtained by department market news reporters at the Newark and New York markets, and all these facts are compiled by the Bureau of Markets and telegraphed to the county agents, who distribute the reports among the growers."

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PENNSYLVANIA CARLOT PEACH  
INSPECTION SETS RECORD.

Five hundred carloads, approximately 200,000 bushels, of Pennsylvania peaches were certified as to grade at shipping point by Federal-State inspectors this year, according to the Pennsylvania Bureau of Markets. This is a new high record and represents more than 70 per cent of all Pennsylvania peaches shipped by rail. Most cars graded U.S. Fancy or U.S. No. 1, and most of the certification work was done in 25 packing houses in Adams, Berks, Cumberland, and Franklin counties. Twenty inspectors were employed. Only 302 cars were inspected last year.

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NORTH CAROLINA TOBACCO MARKET  
SHOWS RECORD GRADINGS.

Federal-State grading service on tobacco was provided by the United States Department of Agriculture and the State of North Carolina at the Smithfield, N.C., tobacco market beginning with the opening of the market on September 3, and during the first week, a total of 121,000 pounds of tobacco was graded. Although Smithfield is not the largest of tobacco markets, the 121,000 pounds graded the first week was the largest quantity ever graded under Federal-State grading service in an opening week at any market.

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TWO FEDERAL ECONOMISTS  
GO TO TEXAS UNIVERSITIES.

The resignation of Dr. F. A. Buechel, senior agricultural economist, and of Thomas R. Hamilton, assistant agricultural economist, has been announced by the Bureau of Agricultural Economics. Doctor Buechel will become assistant director of the Bureau of Business Research, University of Texas, and Mr. Hamilton will be assistant professor of statistics at the Texas A & M College.

GRAIN STORAGE SITUATION  
IS UNDER INVESTIGATION.

An investigation of the grain storage situation and the relation of this situation to the present prices of grain, has been begun by the Bureau of Agricultural Economics upon the request of the Federal Farm Board. Experts have been sent by the bureau to Minneapolis and the spring-wheat area of the Northwest to expedite the work and complete it as soon as possible.

The purpose of the investigation is to get information on the following points, among others: Capacity and general availability of country and terminal elevators; storage rates and other conditions which are factors in determining storage costs; length of time which grain may be held in storage; prices at country shipping points in relation to prices at terminal markets; terminal market prices, by grades and classes of wheat, as compared with prices at Winnipeg; and the reasons for any abnormal margins which may exist between prices.

The specialists selected to carry on the survey are E. J. Working, W. J. Kuhrt and F. J. Hosking, agricultural economists, and T. A. Sommers, marketing specialist, all of the Bureau of Agricultural Economics.

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WORLD WHEAT SUPPLY LESS  
THAN CONSUMPTION LAST YEAR.

The world supply of wheat for the 1929-30 season is estimated at about 3,950,000,000 bushels, or about 360,000,000 bushels less than the supply for the 1928-29 season, by the Bureau of Agricultural Economics. On September 12 the indications were that world production this year will total about 3,400,000,000 bushels, or about 500,000,000 bushels less than was produced in the world last year. The report says in part:

"The world's production is considerably less than the world consumed last year. With higher prices and better corn crops in southern Europe the consumption of wheat there will no doubt be less than usual, but it seems probable that consumption will exceed production and that the carry-over at the end of the year will be less than the stocks on hand at the beginning of the year.

"The demand for wheat from the United States should improve shortly, both on account of decline in volume of supplies from the Southern Hemisphere and greater buying activity in European markets. Several of the North European countries will have to import large quantities of wheat, and the stocks they now have on hand with their domestic supplies are not sufficient to take them out of the market for a period of any length. Australia has only a small surplus remaining for export in the next three months. Argentina probably can not continue to ship 6,000,000 bushels a week through the next three months. With a short crop in Canada, exports from that country will move at a much lower rate than last year."

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"NEBRASKA AGRICULTURAL STATISTICS, 1928" has been issued by the Nebraska Department of Agriculture, Lincoln, Nebr.



FOREIGN FRUIT MARKETSPECIALIST IS APPOINTED.

Appointment of Frank A. Motz, of the Virginia Polytechnic Institute, Blacksburg, Va., as principal marketing specialist to acquire information in Europe regarding competition, demand and marketing of American fruits, with headquarters at London, England, has been announced by Nils A. Olsen, chief of the Bureau of Agricultural Economics. Mr. Motz will arrive in London in time to study the situation this season.

Mr. Motz succeeds Edwin Smith, who recently resigned as the bureau's foreign fruit marketing representative. Demand on the part of American fruit growers and shippers for information regarding fruit production and marketing conditions abroad has been increasing, and the bureau has established specialized services on fruits in Europe to keep American fruit interests advised of production and marketing conditions in England and on the Continent. Mr. Olsen says that the service rendered to fruit producers and shippers by the bureau in the foreign field has won hearty support and approval, and that it seems desirable to expand and strengthen this service in every possible way.

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EXPANSION OF "COLD-PACK"FRUIT INDUSTRY REPORTED.

Although the "cold-pack" or "frozen-pack" fruit industry is young, it has expanded rapidly and promises to continue its growth as new orchards are brought into bearing and refrigeration facilities are extended, according to J. W. Sale, in charge of the water and beverage unit of the Food, Drug, and Insecticide Administration.

"The advantages of cold packing fruits where refrigeration facilities are available," Mr. Sale says, "are, to the packer, the ability to handle large quantities of berries or fruits quickly and with comparatively small investment for equipment and containers and, to the manufacturer and the public, the year around use of fruits of a quality approaching that of fresh fruits at a reasonable price."

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STERILIZATION OF FLORIDAFRUIT IS AUTHORIZED.

Secretary Hyde of the United States Department of Agriculture has announced an enlargement of the provision for sterilization by refrigeration of citrus fruit moving interstate from Florida, by authorizing such sterilization to be carried out not only in Florida as hitherto but also under adequate safeguards in Northern States to which such fruit must ultimately move for consumption use.

SOUTHERN AGRICULTURAL COMMISSIONERS  
WANT "CODE OF ETHICS" INVESTIGATED.

Commissioners of Agriculture of the cotton growing States, assembled in convention at Memphis, Tennessee, September 16, passed a resolution petitioning the Federal Trade Commission to investigate the activities of the cotton-seed crushers under the "code of ethics" adopted by the crushers at Memphis, July 24, 1928, and approved by the Federal Trade Commission. They petitioned further, the Federal Trade Commission to eliminate from said "code of ethics" its prohibition of exchanging cottonseed meal for cottonseed, and they advocated to farmers that the latter hold their seed for pooling in carload lots.

The Commissioners assert that prior to the adoption of the "code of ethics" by the cottonseed crushers, the oil mills bid against each other for seed, and the prices reflected the bidding, whereas since the adoption of the "code of ethics" in the Southern States, the prices for seed have been identical in the separate states, varying however, one state from another.

The States of Louisiana, Georgia, Arkansas, Florida, North Carolina, Tennessee, Mississippi, and Texas were represented at the September 16 convention.

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"BEEF-CATTLE PRODUCTION IN THE RANGE AREA" has been issued by the United States Department of Agriculture, as Farmers' Bulletin No. 1395. The range area is generally considered as that part of the United States west of the one-hundredth meridian. Approximately 40 per cent of the Nation's beef cattle are produced in this area.

"INFLUENCE OF FREEZING OF SEED POTATOES ON VIABILITY AND YIELD" has been published by the United States Department of Agriculture as Technical Bulletin No. 119.

"SEED POTATOES AND HOW TO PRODUCE THEM," has been issued by the United States Department of Agriculture as Farmers' Bulletin No. 1332.



## MARKETING ACTIVITIES 1929 ★

U. S. Department of Agriculture

## AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

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NOVEMBER 1 IS DEAD-LINE  
ON PRODUCE CONTAINERS.

The Standard Container Act of 1928 is a weights and measures law and is effective in intrastate as well as interstate commerce. It supersedes any State laws in conflict with it. Under the Act, it becomes unlawful on November 1, 1929 to manufacture for sale or shipment, to offer for sale, to sell, to offer for shipment, or to ship hampers, round stave baskets, or splint baskets for fruits or vegetables, either filled or unfilled, or parts of such hampers, round stave baskets or splint baskets that do not comply with this Act. Any illegal containers made, sold, offered for sale, or shipped are liable to seizure and condemnation. Non-standard hampers and baskets, among which are the 10-quart, 14-quart, and 7/8-bushel sizes, may not be used for fruits or vegetables after November 1. Straight-side, or tub, baskets are classed as hampers or round stave baskets, depending on the method of construction.

The foregoing statement has been issued by the Bureau of Agricultural Economics, which is charged with administration of the Act, in view of an announcement by an eastern State that the 14-quart peach basket can be used in that State provided the weight of the contents is plainly stamped on the basket. Bureau officials declare that no individual State has the right to make rulings which will allow the use of this or any other basket outlawed by the Standard Container Act. The Act is not based upon the Interstate Commerce clause of the Constitution but upon the power vested in Congress "to coin money, regulate the value thereof and of foreign coin, and to fix the standard of weights and measures." Copies of the Act, giving a list of legal containers, may be obtained from the Bureau of Agricultural Economics, Washington, D. C.

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FOREIGN APPLE SHIPMENTS  
MUST HAVE MARK OF ORIGIN.

Recent shipments of American apples to the United Kingdom have been held up because they lacked the specific mark of origin, according to Agricultural Commissioner E. A. Foley, at London. The indication of origin must be marked indelibly and in a conspicuous manner, by means of printing, stenciling, stamping or branding on each outer container, or on a label securely attached hereto, in letters not less than one-half inch in height. This order became effective November 14, 1928, and will be complied with in the case of American apples if the packages are marked "Produce of the U.S.A." or with name and address of the packer and shipper, together with the abbreviation "U.S.A." The word "American" or the phrase "American Produce" will not be acceptable to the British authorities, Mr. Foley says.



ORIENT MARKET SURVEY  
IS PARTLY COMPLETED.

The survey of markets for California agricultural products in the Orient now being made by B. H. Crocheron, director of the University of California Agricultural Extension Division is finished in Japan, Manchuria and North China. Professor Crocheron has reported to the California Extension Division that there are great quantities of home-grown fresh fruits for sale in the markets of northern China, and that at the present time raisins are the only California product in use by the lower class millions of the Orient. Both China and Japan have large scale canning industries, turning out a product very much inferior to the American product, but also very cheap. The survey is being continued in central and southern China.

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FARM MORTGAGE DEBT  
INCREASES SLIGHTLY.

The total farm mortgage indebtedness in the United States was \$9,468,000,000 on January 1, 1928, an increase of \$108,000,000 over the debt on January 1, 1925, reports the Bureau of Agricultural Economics. The total indebtedness on January 1, 1920 was \$7,857,000,000. Of the total debt for 1928, that on owner-operated farms, including debt on that portion of part-owner farms owned by the operator, was \$5,560,000,000; the debt on tenant-operated farms was \$3,644,000,000, and the debt on manager-operated farms was \$264,000,000.

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RELATION BETWEEN QUALITY  
AND PRICE OF COTTON BEING STUDIED.

A survey to determine to what extent the prices paid this year to cotton growers at primary markets reflects the quality of the cotton is being made by the Bureau of Agricultural Economics in cooperation with agricultural colleges of eleven Cotton Belt States. Data obtained by the bureau in connection with last year's crop, now being tabulated, indicate to what extent the prices paid to growers at primary markets varied with the grade and staple, and to what extent prices paid farmers at primary markets varied with the prices in central markets and with futures prices in the 1928-29 season.

Previous studies by the bureau of data on prices paid to growers at a few selected primary markets appear to indicate a tendency to pay growers an average price regardless of the grade and staple of the individual bale. Studies of spot cotton quotations making in central markets are also being made to determine to what extent statistical methods can be applied to data made available by the cotton exchanges on sales and purchases within these markets and tributary territory in arriving at spot quotations.



CROP YIELDS ESTIMATED SIX  
PER CENT BELOW AVERAGE.

The total yield of crops this year probably will run about 6 per cent below the 10-year average, on account of severe drought during most of the summer, says the Bureau of Agricultural Economics in its October 1 report on the agricultural situation.

The drought cut the total production of grain below average, took toll of other late crops, and, by shortening pastures, curtailed milk production sharply throughout the East and created a serious feeding problem for livestock in the West. Although September rains finally broke the dry spell, the situation in the Pacific Northwest is still very serious, and ranchers have had difficulty fitting their land for winter wheat, the bureau says.

Winter wheat farmers reported to the bureau that they intended to increase acreage this fall about 1 per cent over the area seeded last fall, but the bureau now believes there is little likelihood of an increase in acreage in view of unfavorable weather and the fact that actual seeding of wheat heretofore has averaged about 4 1/2 per cent less than was indicated in intentions-to-plant reports.

Heavy production of hard red winter wheat, says the bureau, has been chiefly responsible for the wheat surplus problem in recent years. If farmers in the Nebraska-Kansas-Oklahoma territory were to sow the acreage indicated in the intentions-to-plant report, and if there should be an average abandonment and average yields, a large surplus over normal domestic requirements for hard red winter wheat would be produced, the bureau believes.

"Effects of the dry season," the bureau says, "are evident among the vegetable crops also. The potato crop is estimated at about 350,000,000 bushels, which is one of the smallest crops in 10 years. Total carlot shipments of this season's fruits and vegetables, through August and September, ranged around 15 per cent smaller than last year.

"Apparently the relatively high price of potatoes will have some stimulating effect upon the next season's acreage of early crop potatoes. Florida growers indicate intentions to increase their plantings of early potatoes about one-fourth over last year. Southern Texas growers have planned an increase of nearly 8 per cent.

"The commercial apple crop was forecast last month at 29,500,000 barrels, which is about 6,000,000 barrels less than a year ago. Apple prices have been running about 50 per cent higher than last year's prices."

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MONTANA TURKEY SHIPMENTS  
TO BE SMALLER THIS YEAR.

Montana's turkey crop is about 25 per cent less than last year's, and it is probable that shipments to Thanksgiving and Christmas markets will be less than 40 carloads as compared with about 50 carloads in 1928, according to Miss H. E. Cushman, extension poultry specialist at Montana State College. Miss Cushman says that although the crop is short, the birds are making good growth with the prospect of better quality than in recent years.



### MONTANA GROWERS SELLING WHEAT IN CANADA.

Some farmers in northern Montana are hauling wheat to Canada, paying a 12-cent tariff and still getting a better price than they would receive if the wheat were sold in Montana, according to E. J. Bell, Jr., marketing specialist for the Montana Experiment Station.

This is the third time in the past nine years that conditions have been such that better prices can be obtained by hauling wheat to Canada, Mr. Bell says. On both other occasions the period has lasted only a short time. The situation occurs when premiums paid for high protein wheat on United States markets are low. Premiums are high when there is a scarcity of high protein wheat in this country and are the result of the 40-cent tariff which acts as a check against high protein Canadian wheat.

"It is difficult," Mr. Bell says, "to compare Canadian prices with prices in the United States because grades are different. Wheat grading No. 2 or No. 3 in Canada usual will grade No. 1 here. There is no United States grade that compares with the Canadian grade No. 1 Manitoba Northern, unless it is the higher quality No. 1 Dark Northern Spring with 14 per cent protein. No. 1 Manitoba Northern represents but a small per cent of the Canadian crop and yet this is the grade upon which Canadian future prices are based. The future price in the United States is based upon the grade known as No. 1 Northern, which is much lower than the Canadian contract grade.

"Thus," Mr. Bell continues, "there are occasions when it will pay farmers to haul wheat to Canada but differences between Canadian and United States wheat prices cannot be accurately determined by a direct comparison of Minneapolis and Winnipeg quotations since the grades upon which these prices are based are not the same. Prices in the United States and Canada are based upon the world price level but since Canadian wheat can be shipped to world markets at less cost than wheat from the United States and since wheat from the western provinces usually brings a premium on world markets there are times when prices are higher in Canada than on this country."

### BETTER PRICES FORECAST FOR SWINE PRODUCERS.

A reduction in hog supplies which will favor better prices during the year just ahead and possibly into the 1930-31 season is promised farmers and stockmen by conditions and indications at the present time, says Dr. L. J. Norton, Agricultural Economics Division, Illinois College of Agriculture.

"Chiefly because of a smaller farrow during the past spring," Dr. Norton says, "there will be at least 5 per cent fewer hogs marketed during the 12-month period beginning October 1 than during the year ended on that date. Furthermore, the shorter crop of corn which is in the offing at this time and the probable price of corn will lead to the marketing of hogs at lighter weights during the coming year. These conditions will combine to reduce supplies of hogs and thereby raise the average price."



IOWA SAYS THAT BIG  
FARMS PAY BEST.

In northwest Iowa the acreage in each farm is one of the most important factors affecting the return the farmer gets for his managerial ability, say agricultural economists of the Iowa Experiment Station, following a study of farm records kept in 1928 by 25 farmers in Webster County. These records show on the 80 acre farms an average loss of \$171 on management; 160 acre farms averaged \$558 management return; the 240 acre farms averaged \$1,021, and the 320 acre farms received \$1,848 management returns. Five measurements of farm business efficiency, listed by the economists as closely tied up with profits, are: Acres operated; return per dollar of feed fed livestock; value of crops per acre in crops; crop acres per man; and power and machinery cost per crop acre.

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PECAN CONSUMPTION  
EXPECTED TO INCREASE.

Greater demand for pecans may be expected in the next few years in the opinion of wholesalers and retailers interviewed in a marketing survey being made by the Bureau of Agricultural Economics in cooperation with various State agencies.

Wholesalers, jobbers, and retailers in 22 cities declared that sales of pecans have increased steadily in recent years and that many people prefer pecans to other nuts if they can get pecans at comparable prices. They expressed the view that consumer demand for the product could be increased by means of an advertising campaign that would acquaint consumers and retailers with the merits of pecans.

The bureau is also making a survey of the number of pecan trees by age and variety, and of the cost of developing a pecan orchard and cost of operating a bearing orchard. Copies of the report, "Marketing Pecans," may be obtained free from the Bureau of Agricultural Economics, Washington, D.C.

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TOO MANY MILK RECEIVING  
PLANTS IN NEW YORK.

Nearly half of the milk receiving plants in New York could be closed at a saving to producers, according to Leland Spencer, Cornell University Experiment Station. In one area, Mr. Spencer says, 14 stations could do the work of 31 and save \$40 a year for each farm, yet this would increase the average distance from the farm to the milk plant by only one-half mile. The increased distance would be more than offset by the tendency toward lower hauling costs by more cooperative and commercial hauling.

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POTATO GRADING demonstrations and marketing meetings are to be held in 28 Pennsylvania counties this month.

1928 WAS BANNER LIVESTOCK YEAR.

In general, the year 1928 may be characterized as one of the outstanding years in the history of the livestock industry, according to the Bureau of Agricultural Economics in Miscellaneous Publication No. 54, entitled "The Livestock Review for 1928".

Measured by total income to producers, by apparent profits, and by the general level of prices of all meat animals, the year was more favorable than 1927, and in fact was the most favorable year of the postwar period, the bureau says. The purchasing power of livestock was the highest since war time.

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RECENT MIMEOGRAPHSBureau of Agricultural Economics.

"Summary of Carlot Shipments of Important Fruits and Vegetables in California, Arizona and Nevada, 1928".

"Potato Outlook," radio talk by J. B. Shepard.

"The Feed Grain Market," radio talk by G. A. Collier.

"The September Crop Report," radio talk by W. F. Callander.

"The Outlook for Winter Wheat in 1930," radio talk by Dr. O. C. Stine.

"Harvesting Soy Beans," radio talk by L. A. Reynoldson.

"The Price Situation," radio talk by Dr. O. C. Stine.

"Marketing Michigan Peaches, Summary 1928 Season."

"Marketing Utah Peaches, Summary of 1928 Season."

"Marketing California Grapes, Summary of 1926 Season."

"A List of State Seed Officials, June 1, 1929"

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COOPERATIVE MARKETINGWORK TO BE CORRELATED.

The Federal Farm Board has announced that initial steps have been taken to correlate the work of the Federal Farm Board, Federal and State extension forces, and land grant colleges and universities in a national educational movement in agricultural cooperative marketing.

The Board announced that "several members of the Federal Farm Board will attend the Chicago meeting of the land grant colleges (Chicago, November 12 to 14) where an effort will be made to develop an effective educational plan that will familiarize farmers and their marketing agency officials with the commodity marketing system that is to be put into operation."



# MARKETING ACTIVITIES

## AND OTHER ECONOMIC WORK

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### LOUISIANA STATE MARKETING LAW EFFECTIVE JANUARY 1.

The Louisiana marketing law which authorizes Federal-State shipping point inspection of fruits and vegetables, and which prescribes the marking of containers, will be put into effect January 1, 1930, the Louisiana State Market Commission has announced.

The State Market Commission created under the provision of Act 231, is composed of Harry D. Wilson, commissioner of agriculture, as chairman; W. B. Mercier, director of extension, secretary, and Dr. C. T. Dowell, director of agricultural experiment stations and dean of the Louisiana college of agriculture.

Grades for fruits and vegetables established by the Federal Bureau of Agricultural Economics have been made the official state grades, and all containers presented for shipment under Federal inspection, whether by truck, train or boat, must carry the name and address of the person, firm or corporation producing or marketing the product. All produce not conforming to the Government grades must be marked or tagged as "ungraded".

A Federal-State shipping point inspection service has been established with headquarters at Baton Rouge.

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### POTOMAC YARD "PASSINGS" SHOW INCREASE.

From November to the middle of August each year, representatives of the Bureau of Agricultural Economics make a record of the passings of cars of perishables through Potomac Yard, Virginia. During the season just closed, 92,525 cars of perishables passed through the yard, or about 13,000 cars more than during the preceding season. The peak movement was reached last June when more than 15,350 cars of 34 products were listed. There was an increase this year in the passings of citrus fruits and celery but decreases in the movement of some other products, especially watermelons, peaches and potatoes.

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### E. N. MEADOR APPOINTED ASSISTANT TO SECRETARY HYDE.

E. N. Meador of Cassville, Missouri, has been appointed Assistant to Secretary Arthur M. Hyde of the United States Department of Agriculture. Since June 1923, Mr. Meador has been a Special Assistant to the Attorney General to aid in the arbitration of the claims of German Nationals against the United States for ships and radio property seized during the World War.

### SOUTH NEEDS CHEAPER FEED AND BETTER COWS.

Southern farmers who wish to make dairying a permanent sideline must produce milk and butterfat at prices around 20 cents per gallon or \$2.12 to \$2.80 per hundred pounds of milk, declares J. H. McClain, extension dairy specialist of the United States Department of Agriculture.

Records show that in the Southern States the cost of grain for a large number of cows averages \$57 per animal, in central Western States the cost is \$35, and in far Western States the cost is \$24. Better feeding practices which give more attention to roughage and pasture, Mr. McClain says, can aid materially in increasing the production and lowering the cost per unit of milk or butterfat, and until the Southern farmer utilizes to the fullest extent the advantages at his disposal for producing legume hays and pasture grasses, his profit from dairying will be limited. Records of Tennessee dairy herd improvement associations show that cows producing 111 pounds of butterfat had a feed cost of 35 cents per pound; those producing 206 pounds of butterfat had a cost of 24 cents a pound, and where the production was 291 pounds of fat the cost per pound was 21 cents.

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### POTATO PRICES ARE EXPECTED TO ADVANCE.

Declaring that the annual consumption of potatoes is three and one-half bushels per capita, Professor H. N. Reist, extension agricultural economist, Pennsylvania State College, points out that the estimated production of 349,000,000 bushels for this year is 83 per cent of the normal national crop.

As a result of the shortage, Professor Reist expects prices to advance between now and next spring. He bases his opinion on surveys which show that in 11 of 12 years when production was similar to that of 1929, prices were higher the following spring than in the fall.

In four of the years prices were from 1 to 25 per cent higher in April than in the preceding October; in four of the years the prices ranged from 25 to 50 per cent higher, and in four other years prices in April were more than 50 per cent higher than in October.

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### FARM PRICE INDEX DECLINES.

The index of the general level of farm prices, at 141 per cent of the pre-war level on September 15, was 2 points lower than on August 15 and the same as a year ago, according to the Bureau of Agricultural Economics. The decline from August 15 to September 15 is attributed to moderate declines in the prices of all meat animals, except veal calves, and lower farm prices of apples, potatoes, cottonseed, rye, barley, wool, and chickens. The farm price of flaxseed, however, advanced to the highest level on September 15 since August 1920. Egg prices also showed a sharp seasonal advance.



### BEEF CATTLE FEWER THAN IN FIFTY YEARS.

There were fewer beef cattle on farms and ranges in the United States at the beginning of this year than at any previous time in half a century, according to C. R. Arnold, rural economics department, Ohio State University.

Mr. Arnold says that in 1895 there were more than 40,000,000 beef cattle on farms and ranges. This number declined to about 33,000,000 animals in 1904, and then started up again under the influence of strengthening prices. By 1907 the number had again risen to about 38,000,000 head, but low prices caused a drop to about 27,000,000 head in 1914.

War demands raised prices and the herds increased to a total of about 36,000,000 head in 1919. Sudden cessation of the war-time demand dropped the price, and numbers and prices decline together until they were exceptionally low from 1920 to 1926.

"It seems evident," Mr. Arnold says, "that we will have a larger number of cattle within the next few years, but it seems doubtful that we can expect low prices for beef cattle for at least two or three years, because the number which we have at the present time on ranges is so exceptionally low." There were about 24,000,000 head on farms and ranges at the beginning of this year, but the number is now beginning to increase.

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### LOCAL COOPERATIVES FEDERATE FOR BETTER MARKETING.

An increasing tendency toward federation of local farmers cooperative marketing units into large-scale organizations is reported by Chris L. Christensen in a circular just issued by the Bureau of Agricultural Economics.

"The trend among agricultural cooperatives," Mr. Christensen says, "is toward the federation of local units and the consolidation of existing associations in order that a more complete marketing service may be rendered to the original producers of agricultural commodities." He cites as examples the California Fruit Grower's Exchange with its 201 local packing-house units; and the federation of 450 cooperative creameries in Minnesota, Wisconsin, Iowa and the Dakotas. He says that in 1928 two hundred large-scale cooperatives handled about one-third or approximately \$800,000,000 of the total business done by cooperative associations.

The circular is a detailed report of the development of cooperative marketing by farmers, by commodities and types of organizations. It is Circular No. 94-C, "Farmers' Cooperative Associations in the United States, 1929."

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UNITED STATES STANDARDS for sweet peppers, Florida citrus fruits, and Texas citrus fruits have been issued by the Bureau of Agricultural Economics. Specifications for standards may be obtained from the bureau at Washington, D. C.

DAIRY CATTLE PRICES  
ARE NEAR PEAK.

The price of dairy cattle is not likely to remain at the present high level, but prices will not go as low as they were five years ago, is the opinion of L. M. Vaughan of Cornell University.

Dairy cattle prices have been running in cycles of about fifteen years. In the past fifty years, beginning in 1880, three high peaks have been reached. The first came in 1885, the second about 1900, and the third in 1915. In general the trend is toward higher prices, as each peak has exceeded the preceding high mark, and the low price between has been higher each time.

PINK BOLLWORM QUARANTINE  
REGULATIONS ARE AMENDED.

The pink bollworm quarantine regulations have been amended to permit shipment of second-cut linters out of quarantine area under certain safeguards, the United States Department of Agriculture has announced.

In 1928 the department learned that the oil mills located in the counties in west central Texas involved in the pink bollworm outbreak which was discovered in that area at that time, were inadequate in number and size to crush the cottonseed produced in the area. Provision was made for the authorization of oil mills located outside of, but in the vicinity of regulated areas, to crush cottonseed originating in such areas upon determination by the Plant Quarantine and Control Administration that reasonable necessity existed for such action. The linters cut from such seed were required to be returned to the regulated area for compression and fumigation. Since that plan was worked out, investigations have indicated that by the use of a special type of equipment, the second-cut linters can be passed through rollers under such pressure that all cottonseed with any larvae which might be contained therein will be so crushed as to prevent any infestation.

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FEWER CATTLE TO GO  
TO MARKET THIS FALL.

In a summary of the cattle feeding situation, C. V. Whalin of the Bureau of Agricultural Economics says that "market supplies of cattle of all kinds will be somewhat less this fall than last. The corn crop, although below normal, will be sufficient to enable those feeders who care to do so to feed a normal number of cattle. The demand for feeders will show a material increase later in the season, but the total number of cattle which will be put on feed this fall will be less than last. Prices of feeder cattle are more likely to strengthen than decline during the next two months. Prices of lower grades of slaughter cattle may go lower, particularly if feeders fail to take a normal proportion of the market receipts and force an abnormally large proportion of those receipts into slaughter channels. The slaughter cattle market between now and the first of the year apparently will not be burdened by a flood of half-fat or warmed up cattle."



CONSUMPTION OF BEANS  
PLACED AT BILLION POUNDS.

Declaring that the present annual consumption of beans in the United States is around 17,000,000 bushels or 1,000,000,000 pounds, J. E. Barr of the Bureau of Agricultural Economics is of the opinion that consumption is increasing and that "if this growing appetite for beans is to be fully satisfied it looks as though we will again have to call on other countries for a portion of our needs".

Mr. Barr says that Navy beans, properly called Pea beans, represents about 30 per cent of the total supply, and that from 200,000,000 to 250,000,000 of the Pea beans grown in this country go into Pork and Beans or Canned Baked Beans.

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ISSUES SUMMARY OF STANDARD  
TOBACCO GRADES.

A summary of standard tobacco grades for United States types 11, 12, 13, and 14 has been issued by the Bureau of Agricultural Economics to give farmers, dealers, and others interested the general plan of the standard system of grades for these four types of flue-cured tobacco produced in Virginia, North Carolina, South Carolina, Georgia, and Florida. Persons who wish to use or study the standard grades for flue-cured tobacco should write the bureau for the following publications:

"Standard Grades for Flue-cured Tobacco."

"Classification of Leaf Tobacco."

"United States Standard Tobacco Sizes."

"Market Reports of the Federal-State Tobacco Grading Service."

There are 80 standard grades of flue-cured tobacco, arranged in the summary by blocks according to group and color.

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EGG MARKETS STRENGTHEN  
ON SHORT SUPPLIES.

A smaller stock of eggs in cold storage and somewhat lower current production of eggs, in the opinion of Roy C. Potts of the Bureau of Agricultural Economics have strengthened the egg market with the result that prices are ranging from 5 to 7 cents above prices a year ago. Mr. Potts also points out that consumption of poultry recently has apparently improved somewhat as the result of more favorable prices to consumers. A report of the turkey crop outlook for this year is to be issued on October 11.

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"Services Available to New Jersey Citizens by the State Department of Agriculture" has been issued as Circular No. 167 by the New Jersey Department of Agriculture.

REPORT MIMEOGRAPHS  
Bureau of Agricultural Economics.

"Preliminary Report on Apiary Organization and Honey Production in the Intermountain States in 1923." This report gives the results of an economic study of honey production in Colorado, Idaho, Montana, Utah, and Wyoming under a cooperative agreement between the Division of Bee Culture Investigations of the Bureau of Entomology and the Division of Farm Management of the Bureau of Agricultural Economics.

"Statistics and Charts of the Range Live Stock Industry, with special reference to seventeen Western States"

"Some Factors Influencing the Size of Apples in the Hood River Valley, Oregon."

"Marketing Western New York Pears, Summary of 1928 Season."

"Marketing Michigan Pears, Summary of 1928 Season."

"Marketing Michigan Apples, Summary of 1928 Season."

"Marketing Western New York Cabbage, Summary of 1928 Season."

"Marketing Western New York Celery, Summary of 1928 Season."

"Marketing Utah Onions, Summary of 1928 Season."

"Marketing Colorado Onions, Summary of 1928-29 Season."

"Marketing Pecans". This is part of an economic study of the pecan industry by the Bureau of Agricultural Economics in cooperation with various State agencies.

"An Aid to Financing the 1929 Crops," radio talk by H. S. Yohe.

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CENTRAL POWER-FARMING STATIONS  
SERVE RUSSIAN PEASANTS.

So-called intervillage machinery-tractor stations have been established in Russia for large-scale mechanized farming of peasants' lands. Each station is a central machinery and power base, serving a large number of small peasant land holders. It is equipped with tractors and other modern agricultural machinery, all standardized, and has well-equipped shops. It contracts with peasants to do all the field work that can be mechanized, including threshing, for a share of the crop. The peasants supply the labor, and where special skill is needed, as in the case of tractor operators, special training is provided by the station, which also supplies all technical supervision and assistance and is responsible for repair work.

Plans call for the organization of 102 stations, 50 per cent of which will be in Ukraine and north Caucasus.



MARKETING ACTIVITIES  
AND OTHER ECONOMIC WORKLIBRARY  
RECEIVED

★ OCT 22 1929 ★

U. S. Department of Agriculture

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL  
ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

October 16, 1929

Vol. 9, No. 42.

FRUIT FLY QUARANTINE  
IS FURTHER MODIFIED.

Declaring that "no Mediterranean fruit flies have been discovered at any point in Florida since August 27," Secretary Hyde of the United States Department of Agriculture has ordered a modification of sterilization requirements in that "provision is made for the release of areas which have been designated as infested, with the effect of removing the requirement of sterilization when fruit from such areas is to be moved to destinations northeast of Potomac Yards, Virginia." Under this order, the State Plant Board of Florida is authorized to release from such designation all areas hitherto determined as infested, except as to areas within which infestations have been determined subsequent to July 31, 1929.

The department, in its announcement, declares that "as a result of the enforcement of control measures, the Mediterranean fruit fly has apparently been eradicated as to such area or areas to the extent that no infestations have been found within them for almost two and one-half months. Subsequent to the end of July, infestation has been determined at eight points and these for the present will be retained as infested areas and all fruit which it is to be shipped. These eight areas each consist of a small tract of two miles in diameter around the infested property and they are located at widely separated points in a number of different counties. It is not improbable that these eight areas can be released from such designation in the near future. Other requirements of the Mediterranean fruit fly quarantine regulations remain unchanged."

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SECRETARY HYDE CALLS  
CONFERENCE OF MEAT INDUSTRY.

A conference to discuss trade practices in the meat-packing and wholesale meat business has been called by Secretary of Agriculture Arthur M. Hyde for October 22, at Chicago. Twelve hundred meat packers and wholesalers have been invited to attend the conference, the purpose of which is to bring about by voluntary action of the industry the elimination of wasteful, unfair, and uneconomical practices, and to agree upon a code of sound practices that will tend to decrease costs of the business, insure fair competition, and be generally beneficial to the industry and the public. Participation of the United States Department of Agriculture in the conference is occasioned by its administration of the packers and stockyards act. Dr. John R. Mohler, chief of the Bureau of Animal Industry will preside over the conference.

INCREASED TURKEY CROP  
EXPECTED THIS YEAR.

Texas reports a large turkey crop this year, California estimates are heavier than last year, the Middle Western crop seems to be about normal, and in Northern New York producers have estimated a crop 20 per cent larger than last year, according to a statement issued by Cornell University. The University declares that the marketing period for turkeys is being gradually extended in that where formerly turkeys were consumed only at Christmas and Thanksgiving, they are now found on menu cards of the large hotels and the better restaurants from about October 15 to February 15. There has been an increase in the number of turkeys in New York State in recent years, and there is a possibility, according to the announcement, for New York to come back as an important State in the turkey industry.

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NEW JERSEY FARMERS SUFFER  
FROM TRUCKERS STRIKE.

"The New York commission merchants' agreement not to accept produce from non-union trucks," declares Secretary William B. Duryee of the New Jersey State Department of Agriculture, "imposes unnecessary hardship and expense on New Jersey shippers of fruits and vegetables, of which ninety per cent of the New York movement goes by truck. This situation affects not only the shippers, but adds materially to the cost of food consumed by the million and a half citizens of the New Jersey metropolitan area whose main supplies of produce are reshipped from the New York City markets."

Secretary Duryee is endeavoring to secure an investigation and re-adjustment of the terms of the settlement. He says that "the cost of re-loading to 'union' trucks for the short haul of only two or three blocks causes in many instances an expense equal to the haul from the farm, and in addition necessitates delay and rehandling of perishable foods. An attempt to shift market outlets for New Jersey produce on short notice has resulted in some confusion and loss. The alternative would be the establishment of a State market on the Jersey border to supply the metropolitan area in North Jersey, but since this plan entails considerable time and expense the only hope of alleviating the present crisis is through an investigation and re-adjustment in the New York markets."

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THIRTY-FOUR COTTON LINTERS  
CLASSIFIERS ARE LICENSED.

There are now 34 licensed classifiers for cotton linters under the Federal Cotton Standards Act, following recent tests at Memphis and Dallas conducted by the Bureau of Agricultural Economics. A third test is to be held at Atlanta, Georgia, the last ten days of October. One of the licensees is a woman, Miss Mary Crawford of Memphis, Tennessee. The official cotton linters standards cover seven grades of fiber, three characters and seven grades for color.



NEW EXPORT RATE ON GRAIN  
TO GULF PORTS IS EFFECTIVE.

Following the 7-cent reduction made by the Southwestern railroad lines in the export rate on wheat and corn from Kansas City to the Gulf seaboard, effective October 1, corresponding reductions became effective on October 10 from Omaha and other markets and country shipping points in accordance with new rates filed with the Interstate Commerce Commission.

The new export rates from some of the principal markets and country shipping points to Galveston and New Orleans, which became effective October 10, are as follows, in cents per hundred pounds: The so-called proportional, or re-shipping rate from Omaha, Nebraska City and Council Bluffs is 24 1/2 cents; from Atchison and Leavenworth, Kansas, and from St. Joseph, Missouri, 23 1/2 cents; the local export rate from Wichita, Kansas, is 37 cents and from McPherson, Kansas, 38 cents. A corresponding reduction of 7 cents per hundred pounds from Des Moines, Iowa, and certain other points, became effective October 12, making the new proportional or re-shipping rate on wheat 24 1/2 cents and on corn 23 cents. The new proportional export rate from St. Louis to New Orleans, which went into effect October 15 is 11 cents, with a minimum combination rate of 18 1/2 cents. These reductions will also apply to other points not mentioned here; in fact, the 7 cent reduction applies generally throughout the Southwestern territory when all of the new tariffs are in effect, and in addition to wheat and corn will apply also to wheat and corn products.

These reductions deal with export rates and represent reductions from the normal rates that were in effect before the emergency reductions became effective last May. The rates on so-called domestic shipments are not affected by these changes.

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FEDERAL STUDY TO BE MADE  
OF MIXED-CARLOAD BUSINESS.

A survey is planned by the Bureau of Agricultural Economics to determine the importance of mixed carloads in the supply of fruits and vegetables in various cities, and the advantages and disadvantages of carload shipments containing two or more of these commodities. It has been suggested to the bureau that more economical distribution might be effected in some instances by an increased use of the practice of assembling mixed carloads in producing areas, in accordance with city dealers' requirements. Information relating to mixed-car business will also be obtained in certain producing areas, such as Florida, Louisiana, Texas, Colorado, southern California and the Pacific Northwest.

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"STATISTICS OF FARM ANIMALS AND ANIMAL PRODUCTS," has been issued as "Separate No. 1029 from the 1928 Yearbook" by the United States Department of Agriculture.

### HOG GROWERS DEFEATED BY MANY UPSETS.

High prices for hogs in August and early September last year led many hog raisers to get their porkers ready for market during that period this year, but the expected bulge in the market did not occur, according to E.T. Robbins, livestock extension specialist of the Illinois College of Agriculture. Instead, there was a gradual slipping of prices to a slightly lower level during that time, all of which, Mr. Robbins says, illustrates how hard it is for farmers to play the hog market in a logical attempt to sell as many of their hogs as possible in the early fall when prices usually are at the high point of the year.

High prices for hogs during August and early September of 1928 were the result of the fact that many pigs farrowed in the fall of 1927 were grazed through the following summer because corn was scarce. Their absence from the market that summer caused a shortage in supplies and a corresponding rise in prices. Those shotes were turned into cornfields later on and were added to the normal marketward movement of spring pigs in the late fall, causing a disastrous slump in prices.

"This year," Mr. Robbins says, "if one may judge by market receipts and weights and from farmers' comments there has been more than the usual number of last fall's pigs fattened for the August and September market at heavy weights instead of being sent to market earlier in the summer as usual. This movement has coincided with the dumping of light spring shotes on the market by farmers who faced a prospective shortage in their corn crop because of the late summer drouth. Thus with the heavier supplies available, the high prices which prevailed in 1928 did not materialize this year."

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### OHIO FARMERS PROFIT FROM HIGHER EGG PRICES.

Better prices for eggs and poultry, and more generous supplies of feed at lower cost, have combined to make the egg and poultry business comparatively more attractive to Ohio farmers than it was last year, says the Ohio Extension Service. "Farm flock owners," the Service points out, "have responded to this attraction and it is likely that more eggs will be produced in Ohio this fall than last. There are indications also of a favorable egg market for the immediate future, before the additional pullets which have been added to the farm flocks since last spring get into action."

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### NO CHANGE IN NUMBER OF SHEEP AND LAMBS ON FEED.

Approximately the same number of lambs and sheep will be fed for market this fall and winter as were fed in the same period last year, says the Bureau of Agricultural Economics. Indications on October 1 were that the Corn Belt States, excluding western Nebraska, probably would feed a few more this season than last.



MONTANA TURKEY GROWERS TO  
BUY STOCK ACCORDING TO GRADE.

Turkey growers of Montana next spring will be able to buy their hatching eggs and breeding stock according to grade and a definite system of breed improvement will be under way, says the Montana State College, announcing plans made at a meeting of turkey growers held at Helena recently. At the meeting an association of turkey growers was formed as a division of the Montana State Poultry Association.

Turkey growers of the State who join the organization will have their breeding flocks regularly inspected by licensed judges of the American Poultry Association and the growers will be designated as R.O.M. (register of merit) turkey breeders. The system adopted is similar to that in use in Alberta, Canada. Breeding flocks to qualify for the register of merit must maintain high standards of vigor, vitality and market requirements. Grades will be based upon the factors established by the American Poultry Association in the American Standard of Perfection.

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COLD STORAGE STOCKS OF  
MOST PRODUCTS LARGER THIS YEAR.

Stocks of dairy products, poultry, and meats in cold storage on October 1 this year were larger, and stocks of case eggs were smaller, than on October 1 a year ago, says the Bureau of Agricultural Economics.

Stocks of case eggs were 7,191,000 cases on October 1 compared with 8,542,000 cases on October 1 last year; creamery butter, 158,504,000 pounds compared with 128,071,000 last year; frozen poultry 61,969,000 pounds compared with 43,578,000 last year, and meats, 730,921,000 pounds compared with 604,221,000 pounds last year.

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FEWER CATTLE REPORTED  
ON FEED THIS YEAR.

Some reduction in fall and winter cattle feeding this year as compared with last year is indicated by a 20 per cent decrease in the number of cattle and calves shipped from markets into the Corn Belt feed lots during July, August, and September, as compared with the movement during corresponding months last year, says the Bureau of Agricultural Economics.

Shipments from markets into the Corn Belt, says the bureau, were 13 per cent smaller than the five-year average shipments during the three-months period, and were the second smallest in twelve years. The falling off in shipments is attributed to the much poorer prospects for the corn crop this year than last, the lower level of fat cattle prices this year, the much less profitable results from cattle feeding during the first half of 1929, and to the absence of speculative activity in cattle that was generally prevalent in the summer of 1928.

NEW YORK EGG PRICESTOP NEW JERSEY MARKETS.

The reason why egg prices on the New York market are considerably higher than those offered in New Jersey cities, according to Alben E. Jones, poultry specialist of the New Jersey State Department of Agriculture, is that the trade in New York demands the finest product obtainable for its consumers whereas the consumption in New Jersey is not as discriminating as the New York demands.

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FARM WAGE INDEXIS SLIGHTLY LOWER.

The general level of farm wages increased less from July 1 to October 1 this year than in the same period for the last seven years, and the wage index for October 1 is the lowest for that date since 1925, says the Bureau of Agricultural Economics. The index of the general level of farm wages on October 1 was 174 as compared with a pre-war level of 100, was 1 point higher than on July 1, and 1 point lower than on October 1 a year ago. The supply of farm hands exceeded the demand in practically all parts of the country on October 1.

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WALNUT BULLETIN ISISSUED BY CALIFORNIA.

"Walnut Supply and Price Situation," one of the series of economic studies of California crops being made by the University of California College of Agriculture, is just off the press at the university as Bulletin 475 of the college. The authors of the bulletin predict further increases in walnut production over the 6.5 per cent annual increase that has taken place in recent years.

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ILLINOIS FARMERS "TAKE"WIVES' PIN-MONEY.

Farm women in Woodford County, Illinois, like many other farm women, were making neat pin-money out of chickens. Friends husbands cast longing eyes at the increasing profits, and then, with one fell swoop, usurped the poultry flocks. All of which is by way of saying that when H. H. Alp, poultry extension specialist of the Illinois College of Agriculture, recently visited 23 Woodford County cooperators in the college's poultry project of better feeding and management, he found that the men folks had suddenly become interested in the poultry and were doing most of the poultry work. Many home-made feeders were being used, chick roosts had been built, houses moved and poultry grounds plowed. "Perhaps it was the profits which got the men interested," Mr. Alp reported.



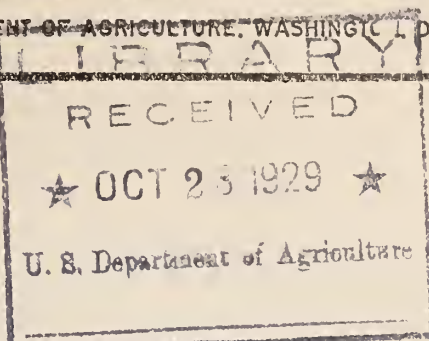
# MARKETING ACTIVITIES

## AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

October 23, 1929

### FEDERAL FARM BOARD URGES EXPANSION OF FOREIGN WORK.



Vol. 9, No. 43.

The need of prompt enlargement of the foreign crop reporting and agricultural outlook service of the Bureau of Agricultural Economics was voiced by the Federal Farm Board, October 17, following a conference with officials of the Departments of Agriculture and Commerce.

The Board recommended that the Board support the Department of Agriculture in a request of Congress for additional funds for the extension of the foreign service of the department; that it support a request of the Department of Agriculture for the enactment of legislation to extend the foreign information service of the Department of Agriculture in harmony with a plan agreed upon by the Departments of Agriculture and Commerce and the Farm Board; and that a liaison committee, with representatives from the Departments of Agriculture and Commerce and the Federal Farm Board, be created to co-ordinate the foreign work of the Departments of Agriculture and Commerce insofar as it is directly related to the collection of agricultural outlook information.

The proposed plan calls for the establishment of ten foreign posts to cover the important producing and consuming areas, these posts to be located at London, Berlin, Paris, Marseilles, Copenhagen, Bucharest, Buenos Aires, Melbourne, Johannesburg, and Shanghai.

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### TERMINAL MARKET PROPOSED FOR NEW JERSEY METROPOLITAN AREA.

Establishment of a terminal market within its own boundaries to serve the metropolitan area of New Jersey is being considered by the State of New Jersey, Secretary William B. Duryee of the New Jersey Department of Agriculture announced following a conference on October 16 in the office of the Port of New York Authority in connection with the terms of settlement of the New York truckmen's strike.

The agreement requires the unloading of all produce in West Street, New York, and its transportation to receivers by union trucks. This requirement, Secretary Duryee says, involves additional hauling charges, delay in delivery, rehandling produce, and lack of responsibility for damaged or lost packages. It especially affects New Jersey growers and shippers because nearly 90 per cent of the total shipments to New York from the State are moved by motor truck. The alternative of a satisfactory readjustment of the truckmen's agreement, Mr. Duryee indicates, is the construction of a terminal market in New Jersey.

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Attn., Miss Trolinger,  
Washington, D. C.



### FRUIT EXPORTS TO EUROPE ARE INCREASING.

American fruit growers and shippers must keep in close touch with production, consumer preferences, and current market conditions abroad in order to compete successfully with other producing countries shipping to foreign markets, according to Edwin Smith, until recently a foreign fruit marketing specialist of the Bureau of Agricultural Economics, in Circular No. 90-C, "Marketing Fresh Fruits in Europe".

Mr. Smith says that although the exportation of fresh fruit from the United States to Europe has made constant progress, if the possibilities as to production of apples in Europe are realized, Europe can become self-supporting with regard to this fruit. For the present, he says, European countries will take shipments of any of the standard varieties of apples grown in the United States, in season, although varieties which do not have good carrying qualities are not popular. The greatest demand for apples in Great Britain is from September to April. Late in the fall comes the Scandinavian demand. Germany and the Netherlands ordinarily do not take heavy quantities until after December 1.

Discussing the European market for other American fruits, Mr. Smith says that cheap oranges received from Spain and Palestine in the winter restrict the demand for American oranges largely to the summer months. Grapefruit have had a rapid increase in demand throughout Great Britain, but has not been well introduced into continental countries. Erratic competition of many shippers in Florida, the West Indies, and California, he says, emphasizes the need for coordination of shipping efforts among producers.

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### WAREHOUSEMEN ASK CHANGES IN COLD STORAGE REPORT.

Requests from warehousemen have been received by the Bureau of Agricultural Economics to add stocks of peanuts to its monthly cold storage reports, and to segregate the "frozen pork" item of the reports, which is made up of loins, joints, and bacon bellies. The bureau is considering the proposed changes, and also the manner of reporting frozen poultry inasmuch as the development of new methods of packing drawn poultry makes the present method of reporting this product no longer representative of the actual situation.

### LARGER TURKEY CROP THIS YEAR.

This year's turkey crop will be about 9 per cent larger than production last year in leading producing States, according to estimates by the Bureau of Agricultural Economics. Practically all leading States have increased production this year, but the larger increases are in the eastern and southeastern States where the crop has been small in recent years.

The condition of young turkeys about October 1 as reported by growers was about average for that date, and the reports indicate a disposition in some States to push the finishing of the birds so as to have a larger than usual proportion ready by Thanksgiving.



NEW JERSEY EXPORT APPLES  
TO BE INSPECTED.

New Jersey growers expecting to export apples to England should have their fruit examined at shipping point by inspectors from the New Jersey Bureau of Markets, the New Jersey Department of Agriculture has announced. This inspection, says the department, is necessary after Saturday, October 19, when export form certificates will be required on all fruit before it will be accepted by steamship lines for export to Great Britain.

"These grade certificates are necessary," according to the announcement, "because several shipments of apples from the United States to England were found to be infested with maggots and worm injury. Due to the danger of this infestation spreading through England, that country has threatened to place an embargo on all shipments of apples from this country. To prevent this embargo, all New Jersey fruit must be inspected at shipping point by state inspectors before being exported."

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BUSHEL BASKET FORMS  
APPROVED BY BUREAU.

Declaring that "it is expected that machine manufacturers eventually will seek the bureau's approval of all baskets forms made by them," the Bureau of Agricultural Economics has announced that during the past week it issued an approval of forms used in the manufacture of 1/2 -bushel and 1-bushel straight side bent bottom baskets. This is a new departure and a further step in the bureau's efforts to bring about standardization of baskets. Baskets made on the approved forms were submitted to the bureau for test and found to be of correct capacity. The manufacturer of the basket machine then submitted sketches, dimensions, and descriptions of the forms. Approval was granted on the basis of the capacity tests and the sketches, dimensions, and descriptions as submitted. The form for the 1/2 bushel size is U. S. Department of Agriculture Standard Basket Form No. 1, and that of the 1-bushel size is U. S. Department of Agriculture Standard Basket Form No. 2.

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LOSSES FROM HOG CHOLERA  
ARE AT NEW LOW LEVEL.

Losses from hog cholera this year are the smallest since the United States Department of Agriculture has been keeping records, according to Dr. U. G. Houck of the Bureau of Animal Industry. Dr. Houck says that there has been a considerable increase this year over last year in the amount of immunization against hog cholera in 15 out of 31 States covered in his report; there was no appreciable difference in 9 States, and 7 States report less immunization than last year.

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THE GENERAL REPORT which has been scheduled for issuance by the United States Crop Reporting Board on Saturday, November 9, will be issued instead at 3 p.m., Monday, November 11.

OREGON ESTABLISHES GRADES FOR POTATOES.

State Market Agent Seymour Jones, of Oregon, has announced that an act passed last winter by the Oregon Legislature makes it the duty of the State Market Agent to establish standard potato grades which shall conform as far as practicable to the official standards and grades of the United States. It provides that all potatoes sold or offered for sale or shipment in the State shall conform to the adopted grades and that potatoes failing to meet the established requirements shall be known as culls; that all potatoes shipped or received in Oregon in lots of 5 or more tons shall be inspected by the State Market Agent and may be reinspected when requested by the buyer or seller, who must advance the charges therefor. The State Market Agent is authorized to fix reasonable fees for all inspections. The State Market Agent is directed to enforce the law and to prosecute violaters of it.

Pursuant to the law, the following grades have been established:

U. S. No. 1 shall consist of potatoes, of similar varietal characteristics which are not badly misshapen, which are free from freezing injury and soft rot, and from damage caused by dirt or other foreign matter, sunburn, second growth, growth cracks, hollow heart, cuts, scab, blight, dryrot, disease insects or mechanical or other means. Diameter of round variety potatoes shall be not less than  $1\frac{7}{8}$  inches, and of those of long varieties  $1\frac{3}{4}$  inches, but lots of potatoes which are not less than  $1\frac{1}{2}$  inches in diameter and meet the remaining requirements of this grade may be designated "U.S.No. 1  $1\frac{1}{2}$  inches minimum." Allowances are permitted of 5 per cent by weight on size; 5 per cent on hollow heart; 6 per cent on other requirements and 1 per cent on soft rot.

U.S.No. 2 shall consist of potatoes of similar varietal characteristics which are free from freezing injury and soft rot and from serious damage caused by sunburn, second growth, growth cracks, hollow heart, cuts, scab, blight, dryrot, disease, insects or mechanical or other means. The diameter of potatoes of this grade shall be not less than  $1\frac{1}{2}$  inches. Allowances are permitted of 5 per cent on size ;5 per cent on other requirements and 1 per cent soft rot.

U.S. Fancy shall consist of potatoes of one variety which are mature, bright, well-shaped, free from freezing injury, soft rot, dirt or other foreign matter, sunburn, second growth, growth cracks, hollow heart, cuts, scab, dry rot, blight, disease, insect or mechanical injury and other defects; diameter not less than 2 inches. Allowances, 5 per cent on size; 6 per cent on other requirements and 1 per cent on soft rot.

The growing, inspecting, grading and labeling of seed potatoes come under the control of the Oregon Potato Certification Board of the Oregon Agricultural College, provided that when seed potatoes are passed as "certified" or "standard" seed by said Board, the Board may have them inspected for grade by the State Market Agent.

An inspection fee of \$5 will be charged for each lot or car of 360 sacks and for lesser or greater number the fee shall be in proportion. The fee shall be collected by the inspector at or before the delivery of the certificate of inspection.



FEWER HOGS TO BE MARKETED.

"If our analysis is correct, we would expect fewer hogs to reach market from now until the end of January than in the same period last winter. Since the spring pig crop this year was indicated to be smaller than that of last year," according to a radio talk by C. A. Burmeister of the Bureau of Agricultural Economics. "Average weights also probably will be lighter. Prices probably will recede slowly from present levels until the winter low point is reached in late November or early December.

"From the supply standpoint, the general average of hog prices through November and December is likely to be above the level that prevailed in those months last year. There is another price factor, however, which needs to be considered at this time. Because of the unanticipated heavy run of hogs this past summer the returns to packers on storage supplies of hog products accumulated last winter have been considerably below expectations. In other years where this situation prevailed the competition for hogs the following winter tended to be restricted and hog prices were below the level usually indicated by the volume of supplies. In view of a much shorter corn crop this year than last in the Corn Belt, a drop in hog prices to the level of last year may be expected to result in a larger than average proportion of hogs being marketed early.

"If prices do not decline very much from present levels hogs will offer a fairly profitable outlet for corn, and a fairly normal distribution of this year's spring pig crop over the winter may be expected with no more than the usual seasonal advance in prices next spring. If, however, hog prices drop to the level of early last winter, or below, and heavy early marketing results, a rather sharp advance in prices in the late winter and spring is probable."

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WISCONSIN ESTABLISHES "DEPARTMENT  
OF AGRICULTURE AND MARKETS".

Governor Walter J. Kohler, of Wisconsin, on September 1, signed the so-called consolidation bill passed by the 1929 legislature, which abolished the Department of Agriculture, the State Fair Board, the Board of Veterinary Examiners, the Livestock Sanitary Board, the Dairy and Food Commission, the Department of Markets, the State Treasury Agent, and the State Humane Agent, and created a new department to be known as the "Department of Agriculture and Markets". The new department is under the charge of three commissioners.

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COMBINES REDUCE GRAIN  
SORGHUMS HARVEST COSTS.

A survey of the use of combines to harvest and thresh grain sorghums in southwestern Kansas and northwestern Oklahoma reveals that the actual out-of-pocket cash cost by this method is less than by other methods commonly used, according to the United States Department of Agriculture in Technical Bulletin No. 121-T, just issued. The survey covered more than 200 farms. The title of the bulletin is "Methods of Harvesting Grain Sorghums."

RECENT PUBLICATIONS.Bureau of Agricultural Economics Mimeographs:

"Outline Showing Federal Standardization of Fruit and Vegetable Barrels and Baskets."

"Market Prospects for Late Main-Crop Onions, 1929."

"Summary of Expenses, Incomes, and Margins of Operation of Farmers' Elevators in the Spring Wheat Area, 1926-27."

"Check List of Standards for Farm Products Formulated by the Bureau of Agricultural Economics."

"The Strawberry Industry in the United States", Agricultural Economics Bibliography No. 28.

Department of Agriculture Bulletins:

"Miscellaneous Agricultural Statistics," Separate from Yearbook 1928.

"Statistics of Fruits and Vegetables," Separate from Yearbook 1928.

"Dairy and Poultry Statistics," Separate from Yearbook 1928.

"Statistics of Farm Animals and Animal Products," Separate from Yearbook 1928.

"An Economic Study of Livestock Possibilities in the Southeastern Coastal Plain," Technical Bulletin 127.

"Marketing Fresh Fruit in Europe," Circular 90.

"Spring-Sown Red Oats," Farmers' Bulletin 1583.

"Methods of Harvesting Grain Sorghums," Technical Bulletin 121.

"Turkey Raising," Farmers' Bulletin 1409.

State Publications:

"The Marketing of Delaware Sweet Potatoes," Bulletin 161, by the University of Delaware Experiment Station, Newark, Delaware.

"Cooperative Buying in West Virginia," issued by West Virginia Experiment Station.

"Nebraska Agricultural Statistics, 1928," issued by Nebraska Department of Agriculture, Lincoln, Nebraska.



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# STATE AND FEDERAL MARKETING ACTIVITIES

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## AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL  
ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

October 30, 1929

Vol. 9, No. 44.

### STATE AGRICULTURAL COMMISSIONERS HAVE RECORD ANNUAL MEETING.

Thirty-three States were represented at the Twelfth Annual Meeting of the National Association of Commissioners, Secretaries and Departments of Agriculture at Washington, D.C., October 28, 29, 30, which President George H. Hecke said was the most representative gathering of State officials in the history of the Association. The program included discussions of the Mediterranean fruit fly control work; the research, service, and regulatory activities of the Bureau of Agricultural Economics and Bureau of Plant Industry, and of proposed plans for greater cooperation between State and Federal agencies in all lines of agricultural activity.

Mr. Hecke, who is director of the California Department of Agriculture, declared in connection with State and Federal cooperation, that the Association has "proposed that the Secretary of Agriculture select from each State a regulatory officer and name him a collaborator to be called into conference with the other agricultural regulatory representatives for the purpose of promoting greater uniformity of action in the regulatory work of the United States. The best way to accomplish effective cooperation in regulatory activities is to work toward the establishment in each State of a department of agriculture which will have charge of all agricultural regulatory functions. I realize in making this suggestion that it will not meet with the full approval of a number of States. There are States wherein the experiment station or the university, purely through force of circumstances, may be conducting the regulatory work, and the work is probably well performed. In other States there may be organizations which are performing independently various regulatory functions, and this is in a measure satisfactory.

"However, the Federal Government has seen fit, in the United States Department of Agriculture, to separate the research and the regulatory functions, setting up purely research divisions and purely regulatory divisions. Obviously, if there is to be effective coordination of the work the same separation should be brought about in the individual States and the universities and experiment stations which may be carrying on regulatory work now should confine their efforts exclusively to research and investigation. Those States where independent organizations may be performing certain regulatory functions can be convinced that there is more efficiency in having all of the agricultural regulatory work correlated in one institution or organization where appropriations may be more flexible, where duplications may be eliminated, and where contacts may be better established with all of the regulatory activities.

"This proposal does not contemplate an immediate change in the State governments which will centralize agricultural regulatory work. Such a change can only come about through a popular demand from within the State. I believe, however, that the trend is toward centralization and the pressure of the work itself must inevitably result in the form of organization which will best serve the agricultural industry."



EXTENSION SERVICE AIDSCOTTON MARKETING PLAN.

The agricultural extension service in the sixteen cotton-growing States, which includes more than 1,200 county agricultural agents, will do its utmost in an educational way to induce cotton growers to cooperate promptly and unanimously with the Federal Farm Board in its plan to secure orderly marketing of the present cotton crop with a view of getting a fairer price for the commodity than that at which it is now selling, the United States Department of Agriculture has announced.

"By delivering cotton to a State cooperative cotton marketing association instead of selling it on the open market, the grower can now get almost the present local selling price as an immediate advance from his association," says J. A. Evans, assistant chief of the Department Office of Cooperative Extension Work. "This advance to the grower is made possible by primary loans obtained from the Federal Intermediate Credit Banks and from other sources and by the supplemental loans which the Federal Farm Board stands ready to make to these cooperative associations. In addition, when the cotton is finally sold the grower has reasonable expectation of obtaining a considerable additional amount due to the higher price which the cotton crop should bring if marketed in an orderly way."

The Department extension service, immediately following the announcement of the Federal Farm Board's cotton marketing plan, sent telegrams to the extension directors of the sixteen cotton-growing States urging them to take immediate steps to acquaint their agents and all farmers, bankers, and other business men in their States with the details of the Board's plan, and to impress on farmers the importance of cooperating promptly to make the plan a success.

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FRESH WINTER VEGETABLEINDUSTRY IS EXPANDING.

Growers of fresh winter vegetables seem inclined to continue the expansion of this industry, declared W. A. Sherman of the Bureau of Agricultural Economics in a recent radio address. "The public appetite for fresh green foods during the winter months," he said, "is not yet fully satisfied except for such staples as cabbage and spinach and even lettuce, which are now usually grown in very generous supply practically all winter. We no longer think of these as being in the luxury class except under the most unusual conditions. Perhaps the day is not far distant when several other vegetables will be almost as abundant and cheap in winter as in summer. Fall plantings of many vegetables seem to be larger than those of last year. The fall crop of snap beans is very much larger than a year ago; fall sowings of carrots in both California and Texas seem to be increased; eggplant in Florida and Texas promises a large increase."



HON. CHARLES E. WINTER  
MADE SOLICITOR OF DEPARTMENT.

Judge Charles E. Winter of Casper, Wyoming, has been appointed as Solicitor of the United States Department of Agriculture, to succeed R. W. Williams, Solicitor since April 1920, who has been transferred to the Bureau of Biological Survey as field deputy conservation officer, with headquarters at Tallahassee, Florida. Judge Winter will be the legal adviser of the Secretary of Agriculture and will direct and supervise all law work for the Department.

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JAPANESE BEETLE QUARANTINE  
HEARING TO BE HELD.

A public hearing to consider the advisability of extending the Japanese beetle quarantine to include the State of Rhode Island, or any infested districts determined therein, will be held October 31, at the Department of Agriculture, Washington, D. C.

Surveys and Japanese beetle trapping during the past summer have resulted in the determination of the establishment of the Japanese beetle in Providence, R.I., and at a number of points outside the regulated areas in Connecticut, New York, Pennsylvania, and Maryland. Beetles have been taken at Norfolk, Va., and Boston, Mass.

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POTATO GROWERS ADVISED  
TO KEEP OLD CROP MOVING.

The new potato crop promises to be so large that the holders of the old crop need to keep it moving or they may be compelled to take very much lower prices late next spring when there will be enough new potatoes on the market to set the price, according to W. A. Sherman, Bureau of Agricultural Economics, in a recent radio talk.

"Basically," he said, "potato market prospects are good. The present crop should all be sold at a price fairly profitable to growers. It should be possible also to increase southern acreage in accordance with the suggestions of the Interstate Early Potato Committee without depressing the price to a point which will make either the new potato crop or the remnant of the old potato crop unprofitable during the late spring and summer of 1930."

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PENNSYLVANIA TO HOLD  
FOURTH COOPERATION MEETING.

The fourth annual Pennsylvania Cooperative Conference is to be held at Pennsylvania State College on November 15 and 16. The discussions at the conference this year will be centered around "Membership Problems of Cooperatives" and representatives of various dairy organizations will discuss plans that have been adopted by their associations to hold the interest and strengthen the morale of the milk producers comprising the membership.

PLANS MADE FOR LIVESTOCK  
MARKETING ASSOCIATION.

General plans for a central livestock marketing agency to be known as the National Livestock Marketing Association were unanimously agreed upon by representatives of twenty-nine cooperative livestock marketing associations in conference with the Federal Farm Board in Chicago, October 23 and 24. An organization committee of nine members was created by the cooperatives to work out details and draft articles of incorporation and by-laws for the association, which will have a capital stock of approximately \$1,000,000. The Farm Board issued the following statement:

"The National Livestock Marketing Association with a capital stock of approximately \$1,000,000 was brought into existence today by sixty-six representatives of twenty-nine cooperatives who have been meeting with members of the Federal Farm Board. Under the adopted plan cooperatives have united to pool their forces and to strengthen their bargaining power. Thus, as proposed, all cooperative agencies are unifying their efforts to eliminate waste and unnecessary costs in marketing and to cooperate fully to control and direct the movement of livestock from the time it leaves the farm or ranch until it reaches the place of slaughter. Included in the approved plan are necessary subsidiaries which will be set up to carry out effectively the various operations of the National Livestock Marketing Association."

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IMPROVED DEMAND FOR  
WHEAT IS EXPECTED.

The close of lake navigation should cause an improved demand for United States wheat, and this in turn would have a strengthening influence on the market, according to W. A. Wheeler, Bureau of Agricultural Economics, in a recent nation-wide radio hook-up.

"Probably the most important influence in the wheat marketing the next month or two," he said, "is the progress of the Southern Hemisphere crop. Dry weather reduced the acreage in Argentina somewhat and has retarded growth of the crop both in that country and in Australia. Present indications are that this season's production in Argentina will be well below last year but the critical time is just approaching, and the outturn will depend largely upon weather conditions during the next two months.

"Heavy marketings of old crop Argentine wheat are not likely to continue much longer as supplies must be getting low, unless last season's crop was much larger than reported. The large offerings of native wheats in Europe are no doubt reducing supplies there and a more active demand for foreign wheat seems probable a little later in the season. Canada still has a good amount of wheat to export but lake navigation will close soon, which will restrict overseas shipment of Canadian grain except that stored at seaboard or in the United States. Until there is a better foreign inquiry for United States wheat, and some reduction in the market stocks, we can hardly expect much improvement in the domestic market situation."



FARMERS SHOULD CONTROL OWN  
INDUSTRY, SAYS SECRETARY HYDE.

"If agriculture were well organized," declared Secretary Hyde of the United States Department, addressing the American Country Life Conference at Ames, Iowa, October 19, "it could standardize its products, control and distribute their flow to the consumer; eliminate much of the waste duplication and inefficiency of the marketing system. Thus the farmer could approximate the position of industry. By the long arm of his own organization, the farmer could make himself felt beyond his own line fences and in the markets of the world. Through his organization the farmer could get information as to commodity supplies, could help to bring his production within the limits of demand. By organization the farmer can control his own industry, re-establish the independence of his calling, win his own place in the sun of economic equality, and having won it, hold it against all the changing vicissitudes of the future.

"The organization of agriculture is one of the first and most important steps to be taken in the direction of economic equality. Most farm problems are economic in their nature and must be answered with economic solutions.\*\*\*\*\*In face of a disastrous surplus, the bringing under cultivation of new areas, until such time as they may be needed, would not be profitable to such new areas, and would further depress the living standard of areas already under cultivation.

"\*\*\*\*\*Given a multitude of producing plants, a production too large for the demands of the market, and an annual surplus so great as to seriously depress the price, industry would meet the problem by mergers. But you cannot merge six million farms. We have no desire to do so. The farm family is a social unit of value so great as to demand its preservation. Its independence, its compactness, its ideals, must be maintained, but in maintaining them we must remember that we are preserving a small producing unit in a society in which all other forms of production are organized into large units. The farmer must have help, not only to reduce the competition within his own industry, but to see that the social, economic and industrial adjustments and combinations which are going on all about him do not bear too heavily upon him."

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MARYLAND REPORTS RESULTS  
OF STRAWBERRY SURVEY.

A survey of the strawberry industry of the Eastern Shore of Maryland as to method of production, costs and marketing in 1928 is the subject of Bulletin 315 entitled "The Production and Marketing of Strawberries on the Eastern Shore of Maryland" just issued by the University of Maryland. Data were obtained from 91 growers in three different areas. The average cost of production per crate in 1928, including selling expenses, was \$2.76 for the areas studied. Labor and power costs amounted to over 60 per cent of the total costs. Most of the crop in the Pittsville and Marion areas was sold at auction. The survey revealed that truck shipments of strawberries are now greater than carload shipments.

LONG-TIME WOOL OUTLOOK  
IS "GOOD." SAYS CALIFORNIA.

"Barring unforeseen technical changes in the production of textiles, the long-time outlook for wool appears to be favorable," according to Prof. E. C. Voorhies, University of California division of agricultural economics, and W. E. Schneider, marketing specialist of the Federal-State Livestock News Service, in Bulletin 373, "The Economic Aspects of the Sheep Industry," just issued by the University of California.

"There is but little room for the expansion of the world's sheep supply under present conditions," it is stated, "but it must be remembered that wool prices may be influenced by factors which cannot be measured statistically. The tariff has a decided effect on domestic wool prices. At the present time wool production in the United States supplies about one-half the domestic needs. If the tariff remains unchanged, continued favorable prices may be expected for several years. The change in price will eventually depend upon whether world production or consumption increases more rapidly.

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PENNSYLVANIA GRADED POTATOES  
BRING HIGHEST PRICES.

Well graded Pennsylvania-grown potatoes have been selling on the Philadelphia market during recent weeks for 25 to 30 cents more per bushel than poorly graded stock, according to the Pennsylvania Bureau of Markets. The bureau says that because of the short crop this year, there is a tendency for many potato growers to think that anything will sell, but the record of sales is showing that graded stock is bringing the best returns.

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RECENT PUBLICATIONS.

"Problems in Cooperation and Experiences of Farmers in Marketing Potatoes," has been issued as Circular No. 87, by the United States Department of Agriculture.

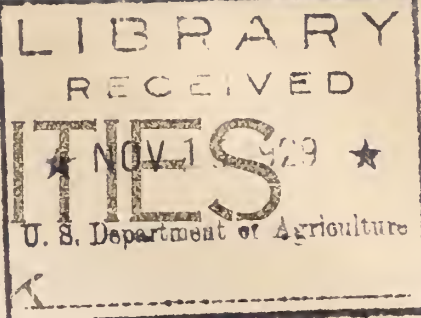
"Marketing Michigan Grapes," Summary of 1928 Season, has been issued in mimeograph by the Bureau of Agricultural Economics.

"Cooperative Marketing of Turkeys in the Northwest," has been issued by the Bureau of Agricultural Economics.



## MARKETING ACTIVITIES

## AND OTHER ECONOMIC WORK



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November 6, 1929

Vol. 9, No. 45.

CONNECTICUT PUTS SEED  
LAW INTO EFFECT.

A pure seed law has been put into effect in Connecticut, Commissioner S. McLean Buckingham of the State Department of Agriculture has announced. All seeds included in the act, which are sold, offered or exposed for sale shall have a label attached, on which is stated the common name, per cent of purity, per cent of weed seeds, amount of noxious weed seeds per ounce, per cent of germination, date of test, name and address of seller. Mixtures and special seed mixtures must carry a label giving more complete information as to the contents of the package. Vegetable and flower seeds are not included in the seed law. Copies of the law may be obtained from the Connecticut Department of Agriculture, Hartford, Connecticut.

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CALIFORNIA FIG INDUSTRY  
IN ECONOMIC DIFFICULTY.

Increasing world production and exports of figs have been one of the main causes for the decline of California fig prices to unprofitable levels in recent years, according to Dr. S. W. Shear of the Division of Agricultural Economics of the University of California.

"Although the California canning fig industry has become of importance only since the war," Dr. Shear says, "about 10 per cent of the whole crop now moves to the consumer in cans. Texas has packed more canned figs than California in recent years, but the industry in that state seems to be having more serious economic problems than in California. Fig acreage in California has increased tremendously since the war, as a result of war-time prices, but production has not kept pace with the expanding acreage."

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NEW FEDERAL GRADES  
ARE ANNOUNCED.

United States standards for California oranges, farmers' stock Virginia type peanuts, and California and Arizona grapefruit, have been issued by the Bureau of Agricultural Economics, U. S. Department of Agriculture. The orange grades include U. S. Fancy, U.S. No. 1, and U.S. No. 2. There are five grades for peanuts, numbered one to five respective. The grapefruit grades include U.S. Fancy, U.S. No. 1, and U.S. No. 2.

### AGRICULTURE IN STRONGER POSITION THIS YEAR.

Most of the important farm products are in relatively strong position on account of lower production and higher prices as compared with last year, says the Bureau of Agricultural Economics in its November 1 report on the agricultural situation.

Since early summer, the prices of practically all groups of farm commodities, with the exception of meat animals, have increased. The index of purchasing power of farm products in terms of commodities that farmers buy was 92 in September, the five-year pre-war period 1919-14 being considered as 100.

The total outturn of the principal food and feed crops this year will be somewhat below that of last year, says the bureau, despite the fact that the acreage harvested will be about the same size as in 1928. Hay is the only important crop which substantially exceeds that of last year. It now seems probable that yields per acre of all crops combined will average 7 per cent below yields last year, and 4 per cent below the yields of the preceding ten years.

"The poorer corn prospect this summer," says the bureau, "influenced cattle feeders to reduce their operations somewhat as compared with a year ago. Also, the lower level of fat cattle prices this year and smaller feeding profits during the first half of the year have tended to slow down cattle feeding operations. The number of cattle and calves shipped from markets into the Corn Belt during the three months, July through September, was 20 per cent smaller this summer than last.

"Information the early part of last month indicated that there would be about as many sheep and lambs fed this fall as a year ago. Action of the potato market has followed rather closely the generally strong underlying conditions, and prices have continued from two to three times as high as a year ago. Price trends of fruits and vegetables generally have been downward recently, but there may be some recovery once the fall crops are in storage and can be moved out gradually. The number of birds in poultry flocks this winter probably will be in excess of last year's numbers. The smaller supply of apples this year is reflected in a higher price level.

"Dairy markets have been more or less unsettled the last thirty days, but the egg markets have been featured by continued firmness and seasonal advances in prices."

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### FARM PRICE INDEX HIGHER THAN YEAR AGO.

At 140 per cent of the prewar level on October 15, the index of the general level of farm prices was 1 point lower than on September 15, and 3 points higher than a year ago, according to the Bureau of Agricultural Economics. Grain prices on October 15 were 12 points higher than on the same date in 1928, fruits and vegetables were up 54 points, and poultry and poultry products were 13 points higher. Meat animal prices were 9 points lower than on October 15, 1928, dairy products were down 2 points, and cotton and cottonseed down 6 points.



WISCONSIN MARKETS COMMISSIONER  
WOULD INCREASE COOPERATIVE MARKETING.

The success of the cooperative movement in Wisconsin depends upon further extension of large-scale marketing operations, according to Commissioner of Agriculture and Markets, H. M. Knipfel. "It is imperative," he says, "that more local cooperative creameries, cheese factories and livestock shipping associations market their products through the large-scale sales cooperatives than they do at present. The total estimated value of business of the large-scale sales cooperatives in Wisconsin for the year 1928 amounted to \$27,662,342. The total estimated value of livestock business in Wisconsin amounts to \$120,000,000, but the value of Wisconsin livestock sales of the cooperative commission firms amounts to less than \$10,000,000; the total value of butter produced in factories amounts to slightly more than \$71,000,000, but the Wisconsin business of the only large-scale butter organization was under \$5,000,000; although Wisconsin produces about \$77,000,000 worth of cheese, the business handled by means of large-scale organization amounts to about \$11,000,000."

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VIRGINIA AND NORTH CAROLINA  
HAVE PEANUTS INSPECTION.

Federal-State shipping point inspection of peanuts has been inaugurated in Virginia and North Carolina through cooperative arrangements between the Bureau of Agricultural Economics and State Departments of Agriculture. Inspection will include farmers' stock Virginia type peanuts on the basis of grades for this class of peanuts, as issued by the Bureau of Agricultural Economics. The service is to start with four or five inspectors, but is expected to be enlarged as growers and dealers become more familiar with the grades.

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MORE POULTRY ON FARMS THIS YEAR

The total number of birds in all farm flocks at the end of this year will be about 5 per cent more than the total at the end of 1928, says the Bureau of Agricultural Economics on the basis of reports on about 20,000 poultry flocks. These reports indicate that there were 2.4 per cent fewer hens and pullets in laying flocks on October 1, 1929, than on October 1 a year ago, but the number of young chickens of this year's hatch, including pullets being saved for layers, was about 10 per cent greater than on October 1 last year.

The numbers of young chickens have increased generally throughout the country as compared with a year ago, with 14 per cent more in the North Atlantic States, 10 per cent more in the North Central group, 13 per cent more in the South Atlantic, and 8 per cent more in the South Central and Far Western States.

ALFALFA MEAL STANDARDS  
BEING DEVELOPED.

The majority of the feed dealers of the country have informed the Bureau of Agricultural Economics that color, protein, fiber and moisture should be the principal factors to be taken into account in the formulation of Government standards for alfalfa meal. The bureau believes, also, that fineness of grinding and the amounts present of grass, foreign material, and hay plants other than alfalfa should be considered in the grading scheme.

"Definite color standards for the several grades of alfalfa meal can be established by the use of Munsell color cards now used in measuring the color of hay," according to W. H. Hosterman of the bureau, "but unless some method is found whereby protein and fiber content can be determined fairly quickly, it is doubtful whether they can be used as grading factors. Moisture can be determined by the Bidwell-Sterling method."

Investigations are to be made by the bureau to find out whether material other than alfalfa in the meal can be detected with the microscope, and further study is required on the problem of whether meal into which musty or moldy hay has been ground is entitled to grade as high as meal made from sound, sweet hay.

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VIOLATORS OF PRODUCE AGENCY  
ACT ARE FINED AND JAILED.

Recent prosecutions of violators of the Federal Produce Agency Act resulted in a fine of \$500 in one case and a fine of \$100 and 30 days' imprisonment in another. Under the act, commission merchants who re-assign produce to another market must report to the original consignor all the essential facts of the transaction, particularly the actual gross receipts and charges.

A firm of commission merchants at Richmond, Va., in a criminal prosecution in the Federal district court at Richmond, was charged with violating the act by failing to render "a true and correct accounting to consignors as to the prices received for produce, the charges incurred and the net proceeds of the sales, knowingly and with intent to defraud." The defendants entered a plea of "nolo contendere," which means that without admitting guilt they consented to judgment as in the case of a plea of guilty. The court imposed a fine of \$250 for each of two instances of violation.

The case where the receiver was fined \$100 and given 30 days' imprisonment was that of a dealer in North Carolina who received two cars of citrus fruit from shippers in Florida. A partial accounting was made for one car but no accounting and no payment was made on the second car.

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REGULATIONS FOR WAREHOUSEMEN STORING NUTS under the United States Warehouse Act have been issued in mimeograph by the Bureau of Agricultural Economics.



SHIPPERS NEGLIGENT IN  
INVESTIGATING RECEIVERS.

Failure of shippers to investigate the integrity and financial standing of commission firms to which they ship products is a feature of many of the complaints of violation of the Federal Produce Agency Act, says the Bureau of Agricultural Economics. The bureau urges shippers to investigate the commercial rating of consignees whose telegrams, circulars, or letters are suspected of over-quoting the market, and to ask their local bankers to ascertain the reliability of the commission house to which consignments are to be made, if they do not have access to commercial credit rating books.

Shippers are commonly negligent not only in investigating the standing of houses with whom they have not previously done business, but in many cases they ship to firms whose fraudulent practices have had wide publicity in the press. Recent complaints have involved large shipments of produce worth thousands of dollars to firms which had been widely exposed in the press.

In a recent case a merchant wired the shipper: "Peas just arrived, selling for three" and "Berries sold for four, peas three-fifty." Returns to the shipper on peas were \$1.50 instead of \$3, and on berries \$2 instead of \$4. The consignee claimed, when investigated, that the wires did not relate to the particular shipper's peas or berries but were merely intended to quote the market on high-grade goods. The consignee's records did not show that the shipper's peas or berries had sold at the prices quoted in the wires. A commercial credit rating book indicated that the merchant had no financial standing.

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POSSIBILITY OF FORECASTING  
SIZE OF APPLES IS INDICATED.

The possibility of making reasonably reliable forecasts of the size of the apples produced in the Hood River Valley, Oregon, is indicated by a study of the factors which affect the size of fruit in the area, made by the Bureau of Agricultural Economics. The study covered the period 1914-1928.

"It is now possible, with data available each year on August 1," says the bureau, "to make a reasonably accurate forecast of the percentage of the total pack of Newtons, Spitzenburgs, and Arkansas Blacks combined, which will fall into the larger sizes. It will be possible in future years to make a reasonably reliable forecast of size on the first of August, if the conditions are not materially different than the conditions which prevailed during the period of the study."

A full report of the study may be obtained in mimeograph from the Bureau of Agricultural Economics, Washington, D.C.

RECENT MIMEOGRAPHS  
Bureau of Agricultural Economics.

"Scope and Purpose of the U. S. Seed Verification Service."

"Foreign Poultry and Eggs Trade of the United States."

"Marketing Michigan Onions, Summary of 1928-29 Season."

"Marketing Idaho Potatoes, Summary of 1928-29 Season."

"Cooperative Marketing of Turkeys in the Northwest."

"The Feed Supplies and Markets," radio talk by G. A. Collier.

"Egg and Poultry Market Situation," radio talk by George H. Powers.

"The Apple Price Situation," radio talk by L. H. Bean.

"October Dairy Markets," radio talk by L.M. Davis.

"Turkey Crop Prospects for 1929," radio talk by Roy C. Potts.

"Farm Mortgage Indebtedness in 1925 and in 1928," radio talk by  
D.L. Wickens.

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VIRGINIA GETS TOBACCO  
GRADING SERVICE.

Federal-State tobacco grading service will be established at Farmville and Lynchburg, Virginia, November 11, the Bureau of Agricultural Economics has announced. Farmer meetings will be held in southern Virginia prior to the opening, at which the new service will be explained by Frank B. Wilkinson of the bureau, and by J. H. Meek, chief of the Virginia Division of Markets.

Federal-State tobacco grading was begun this season at Lake City, S. C., where approximately 8 per cent of total markets was graded, and the service was then extended to Smithfield, N.C., and South Hill, Va., where the percentage graded is approximately 25 per cent of the market. During one week, tobacco from fourteen counties was delivered to the Smithfield market. One grower trucked his tobacco 157 miles to reach this small market, the only one in North Carolina which has grading service. It is expected that other markets in North Carolina will ask for grading service next season.



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Vol. 9, No. 46.

MARKETING OFFICIALS TO MEETAT CHICAGO, DECEMBER 2 to 4.

The National Association of Marketing Officials will hold its Eleventh Annual Meeting at Chicago, December 2, 3, and 4. The tentative program announced by F. B. Bomberger, Secretary of the Association, includes addresses on the policies and programs of the Federal Farm Board, by representatives of the Board. Other speakers include W. M. Jardine, formerly Secretary of the United States Department of Agriculture, and W. H. Settle, chairman of the Organization Committee of the National Grain Marketing Corporation.

The clearing house development in Florida will be described by A. M. Pratt, general manager, Florida Citrus Growers Clearing House Association. Sidney A. Edwards, director of the Connecticut Bureau of Markets will outline the "New England Farm Marketing Program." Other interesting topics include "The Uses of Our Agricultural Land," by Dr. O. E. Baker of the Bureau of Agricultural Economics; "The Work of the Interstate Early Potato Committee," by A. E. Mercker, executive secretary for the Committee; "The National Co-operative Council," by Charles W. Holman, secretary of the Council; "Co-operative Live Stock Marketing," by J. D. Harper, editor, Live Stock Reporter; "Pacific Egg Producers Program," by Earl W. Benjamin, manager, Pacific Egg Producers; "The United States Bureau of Agricultural Economics" by Nils A. Olsen, chief of the Bureau; "Chain Stores as Factors in the Distribution of Farm Products," by Robert F. Moore, director, National Association of Chain Stores; "Changes in the Mechanism of the Fruit and Vegetable Industry," by W. A. Sherman, Bureau of Agricultural Economics, and "Motor Truck Transportation of Farm Products," by C. W. Waid, chief, Ohio Bureau of Markets.

Recent developments in various fields of the fruit and vegetable industry will be reported by Association committees; the topics discussed in these reports will include standardization, city markets, market reporting, cooperative organizations, crop and live stock estimates, and state and federal legislation.

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"CANNED POULTRY" INSPECTION INCREASED.

Inspection of poultry for condition and wholesomeness under the Food Products Inspection Law is now maintained at eleven poultry canning plants by the Bureau of Agricultural Economics. Poultry canning firms using the service are permitted to state on the labels of their cans: "Inspected and Certified by the Bureau of Agricultural Economics, U. S. Department of Agriculture." In September, nearly 2,000,000 pounds of poultry was inspected at the eleven plants.



PENNSYLVANIA FARMERS'  
MARKETS SHOW INCREASE.

Retail farmers' markets in Pennsylvania have been growing steadily in size and number despite the competition of chain grocery stores, according to H. A. Hanemann, Pennsylvania Bureau of Markets.

"There are approximately 125 farmers' markets in the Commonwealth. Many of them are curb markets, but at least seventy are under roof and are known as market houses. Four new markets have been erected or are under construction during the present year. A new farmers' market has been erected at Chester, at a cost of \$95,000. This is a combined farmers' and dealers' market. A new market house was opened in the 69th and Market Street section of Philadelphia, at a cost of approximately \$200,000. This market is principally a dealers' market, but it is attended by many farmers for two days a week. A suburb of Philadelphia, the Borough of Jenkintown, provided a market house equipped with 82 farmers' stalls and erected by a company capitalized at \$100,000. A farmers' market is now under construction at Williamsport, at a cost of approximately \$250,000. This market will house the old curb market of that city and will contain nearly 275 stalls."

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IOWA INVESTIGATES  
GRAIN "DUMPING."

Farmers in some regions of Iowa, who sell corn, market the bulk of their crop when prices are highest, but in another region most of the corn sold goes to market when prices are lowest; in still another region of the State, farmers apparently market their corn and oats without much regard to season or prices, according to the Agricultural Economics Department at Iowa State College, following a study of grain marketing methods.

The investigators found that farmers in a group of eight counties lying just east of what is known as the Cash Grain Area of Iowa carry 60 per cent of their corn over for sale in the summer when prices average highest. In the so-called Cash Grain Area, which produces most of Iowa's surplus grain, half the corn is sold in the winter when prices are low, and half is carried over to the summer. In a region of Iowa, known as the Western Meat Area, which includes all counties in the two western tiers, 60 per cent of the corn goes to market in the winter.

The investigation revealed also that oats are dumped heavily on the market at harvest time throughout Iowa, but this is not regarded as bad marketing because price increases after harvest are usually little more than enough to cover the cost of storage.

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"Business Analysis of the Tobacco Growers' Cooperative Association," has been issued as Circular No. 100 by the United States Department of Agriculture. This circular gives the results of a study of the so-called Tri-State Tobacco Association of Virginia, North Carolina, and South Carolina.



CALIFORNIA CONFERENCE ON  
GRAIN "BULK HANDLING."

A conference to consider problems connected with the bulk handling of grain is to be held by the University of California, at Berkeley, November 15 and 16. The conferees will include State and Federal agricultural interests, who will endeavor to make a plan of procedure for the solution of some of the problems connected with terminal storage, price differentials, and farmers' elevators. An organized attempt will be made to disseminate information on the mechanics and economics of bulk handling in order to encourage more individuals to take up this system. J. Earl Coke, agronomy specialist of the California Extension Service is of the opinion that "it is possible to reduce costs from \$3 to \$4 a ton" by handling grain in bulk as contrasted with the use of sacks.

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CONNECTICUT ESTABLISHES  
GRADE FOR TURKEYS.

Connecticut Native Fancy Grade for turkeys has been established by the Connecticut Department of Agriculture. Turkeys sold under this grade shall be birds grown in Connecticut, which are young, soft meated and well fleshed with broad, full breasts. They must be well bled and cleanly picked, with no noticeable feed in crops. No flesh bruises or prominent skin abrasions will be allowed. There shall be only slight discolorations, none of which shall be on the breasts. Slightly dented breast bones (not to exceed 1/2 inch in depth) are permitted but there shall be no crooked breasts or other deformities. There shall be no broken bones excepting wing tips. Birds must be dry-picked or semi-scalded; they shall be clean, and dressed with head and feet on. The birds will carry a yellow tag bearing the New England Quality Label and the name, address and registry number of the producer. It is expected that approximately 50 per cent of the Connecticut turkeys will be sold this year under this grade.

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MISSOURI SAYS CATTLE AND  
HOG OUTLOOK IS FAVORABLE.

The outlook appears to be for rather favorable hog prices on the average throughout the next twelve months, according to H.C. Hensley, extension specialist of the Missouri College of Agriculture. While prices of fed cattle the coming winter, he says, are expected to average higher than last winter's, prices next spring and early summer are not expected to differ materially from those of the corresponding period this year. Some further price declines in hogs during the next two months, especially on hogs of light weight, are regarded as "probable," but Mr. Hensley believes that "prices are not likely to reach the level of \$8.50 which was the mid-December Chicago price last year."

SUPPLY AND DEMAND  
INFORMATION IS NEEDED.

Information concerning the supply and probable demand has become an important factor in controlling production and distribution of food products, Assistant Secretary R. W. Dunlap of the United States Department of Agriculture told members of the American Institute of Food Distribution who met in New York City November 9.

Mr. Dunlap said that he believes the work of the Bureau of Agricultural Economics in collection production facts and intentions reports is "exerting a decided influence on the agriculture of the country."

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WORLD GRAIN CROPS SHORT.

In the Northern Hemisphere the production of practically all of the grain crops, including wheat, rye, barley, oats, and corn, is smaller this year than last, and crops in the Southern Hemisphere are expected to be short, according to the Bureau of Agricultural Economics.

The total 1929 wheat production of 31 countries (not including Russia and China) which last year produced nearly 85 per cent of the world crop is 2,894,397,000 bushels, which is about 11 per cent less than the 3,263,036,000 bushels produced in the same countries in 1928; rye production in 19 European countries is 870,367,000 bushels against 872,000,000 bushels last year; barley in 29 countries is 1,331,150,000 bushels, or 3.3 per cent below last year's total for these countries; oats in 26 countries totals 3,187,570,000 bushels, which is 8 per cent under last year, and the 1929 corn crop in 12 countries is 3,067,749,000 bushels, or 1.4 per cent under 1928 production.

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TEN THOUSAND SQUARE MILES  
RELEASED FROM TICK QUARANTINE.

Notice of the release of 10,358 square miles of additional territory in Alabama, Florida, Mississippi, and Texas from Federal quarantine on account of cattle ticks has been issued, effective December 1, by the United States Department of Agriculture. The entire State of Alabama, under the new order, will be free from the tick embargo. Other States previously released are California, Georgia, Kentucky, Missouri, North Carolina, Oklahoma, South Carolina, Tennessee, and Virginia.

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"METHOD OF MARKETING GRAINS IN ARGENTINA ON A 'PRICE TO BE FIXED' BASIS" has been issued in mimeograph by the Bureau of Agricultural Economics. Argentina, according to the mimeograph, has become the world's largest grain exporter, ranking first in exports of corn and flaxseed, and third in wheat.



MISSOURI WARNS ON  
FEED AND SEED LAWS.

The Missouri State Board of Agriculture has issued a November warning as a "last call" to manufacturers, millers and retailers, reminding both sellers and buyers of the fact that all unregistered and illegally labeled feeds have been subject to the penalties of the new feed law on each and every sale since August 27, 1929. Violation of the feed law is a misdemeanor, subject to fine of \$1,000, and imprisonment of one year.

The new Missouri vegetable or garden seed law goes into operation January 1, 1930, under the supervision of the Missouri State Board of Agriculture. The labeling requirements of the new law are (a) the kind of seed, and the variety; (b) the year for which packages are put up, using type not smaller than ten-point; (c) the name and address of the person or firm putting up or packeting the seeds and labeling the same.

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ROUGH RICE STANDARDS.  
ARE AMENDED.

Amendment of grade requirements in the Federal standards for rough rice has been announced by the United States Department of Agriculture. The classes affected by the amendment include Honduras, Edith, Fortuna, Carolina, Lady Wright, Blue Rose, and Early Prolific rough rice; sub-class Japan rough rice, and sub-class California Japan rough rice.

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RECENT MIMEOGRAPHS  
Bureau of Agricultural Economics

"Farm Management Research in New England - Possibility of Making a Coordinated Regional Program."

"Applications of a Simplified Method of Graphic Curvilinear Correlation."

"New Uses for Cotton," address by R. J. Cheatham.

"Foreign Trade of the United States, Annual, 1790-1929, Dairy Cattle and Dairy Products."

"What Inspection of Apples in Receiving Markets Shows," radio talk by F. G. Robb.

"The General Agricultural Situation," radio talk by A. B. Genung.

"Marketing Calves and Vealers," radio talk by C. E. Gibbons.

INSPECTION AT SHIPPING POINT AND DESTINATION - VARIANCE

S. B. Easterly & Son v. Ray  
Court of Appeal of Louisiana, Oct. 1929  
(123 Sou. 905)

In an action instituted by plaintiff for the price of two carloads of beans, judgment was for defendant. Plaintiff appeals.

The contention of defendant was that the beans were in bad condition upon arrival at Cleveland, Ohio, having been shipped from Louisiana. In such contention he was upheld by the certificate of inspection made at destination, which was in effect that the beans were in aged and wilted condition, spotted, decayed, etc. The price received for the beans, when sold by defendant, would not cover expenses for shipping, transporting and selling.

On the other hand, according to the inspection at shipping point, the beans were in good condition. They were shipped in properly iced and ventilated cars, and it was shown that under such conditions beans will not spoil or deteriorate for a period of 10 to 14 days. The finding of the court on this point was that it is obvious that the beans were not in good condition when shipped, notwithstanding the inspection certificate issued at shipping point. It is stated in the opinion:

"The sellers relied on the inspection certificate, and the defendant, who lacked confidence therein, insisted on good beans. The result of the whole transaction leads to the conclusion that plaintiffs were misled by Sharp's certificate (inspection) and that defendant did not get beans that were good, such as he had agreed to buy."

Further,

"If the facts in this case be viewed without regard to the conditions or understanding under which the sale was made, the warranty implied by law on the part of the seller requires that the thing sold should be sound, and if it perishes through the badness of its quality, the seller must sustain the loss."

Judgment affirmed.

- H. F. Fitts

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"Index to Farmers' Bulletins Nos. 1001-1500" has been issued by the U. S. Department of Agriculture.

"The Application of Statistical Methods to Seed Testing," has been issued as Circular No. 79 by the U. S. Department of Agriculture.



## MARKETING ACTIVITIES

## AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL  
ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

November 20, 1929

Vol. 9, No. 47

MEAT INDUSTRY ETHICS  
CODE IS APPROVED.

Secretary Arthur M. Hyde of the United States Department of Agriculture has expressed approval of the "code of ethics" arrived at by representatives of the meat packing and wholesaling industry in conference at Chicago, October 22. Resolution 4 of the "code" is of especial interest to livestock producers. It reads:

"Whereas it is essential in the interest of the producer and the trade that competitive buying of livestock be conducted on the basis of a one-day market in accord with sound principles of economics, and in order that an equal competitive buying opportunity can be available to all buyers of livestock and sellers and manufacturers of this raw material into meat products, be it resolved that:

"A. The practice of giving shippers the option of more than one day's market is unfair and the shipper's option of market shall be confined to one single day, which shall be chosen at the time the trade is made.

"B. Secret allowances of any kind to sellers of livestock, whether it be allowances of weight, price or shrink, for the purpose of inducing livestock producers to sell only to one buyer, is an unfair method of doing business.

"C. Price discrimination or favoritism shown to any individual or organization selling livestock by any buyer of livestock, which works to the disadvantage of any other individual or organization selling livestock on the same market, causing an unjustly discriminatory condition on such market, is an unfair method of doing business.

"D. Engaging livestock at any public market prior to the opening of the market or buying livestock at any public market without divulging the purchase price at the time sale is effected; namely, the practice ordinarily known as Private Terms (P.T.) sales is an unfair practice."

On the basis of gross sales, at least 95 per cent of the meat packing and wholesaling industry was represented at the conference. In presenting the resolutions to the conference, F. Edson White of the Institute of American Meat Packers pointed out the difficulty of bringing into agreement a large number of men scattered all over the country and doing business in a great many ways under varying conditions. "Keen and unregulated competition," he said, "is not an unmixed blessing. So, we have met together and threshed out an agreement with respect to some methods and practices within our industry, and we are here today prepared to present a list of unfair and unethical trade practices, and to ask the Government of the United States, through the Department of Agriculture, to join us in outlawing them."

U. S. Dept. of Agriculture Library,  
Attn., Miss Trolinger,  
Washington, D. C.

NORTH CAROLINA FORMULATES  
AGRICULTURAL PROGRAM.

The North Carolina Extension Service has published in Extension Circular, No. 175 the "Agricultural Program for North Carolina" which was adopted at the State Farmers' and Farm Women's Convention, July 22 to 26. The economic problems of the State are concentrated under three major groups, namely; the problems of farm organization and management; problems in the marketing of farm products; and the problems of financing the production and marketing of farm products. It is stated that experience and numerous investigations show that farm earnings may be increased by the individual farmer by reducing operating costs, by adjusting crop and livestock enterprises from year to year to meet anticipated market demands, by adjusting the economic unit so as to obtain the best combination of land labor, and equipment, by budgeting the farm business, and by production for farm consumption.

"Supplying farm credit at reasonable costs," according to this Circular, "is one of the most difficult problems facing the State. The cost of credit in most instances, is notoriously high. Short-time or production credit obtained from merchants and landlords costs approximately 25 to 30 per cent higher than the general credit would cost if obtained from banks, and from 32 to 35 per cent higher on the average than if all purchases of supplies were made for cash. The cost of short-time credit may be reduced by reduction in the amount of credit used, greater savings from income, shifting the sources of credit from time merchandising agencies to cash lending institutions, confining borrowing to a strictly per annum rate, substituting long term mortgages loans for short term borrowing, improving the credit institutions, and by increasing outside investments and accumulation of reserves." Copies of Circular No. 175 may be obtained from the North Carolina Extension Service, Raleigh, North Carolina.

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WHOLE WHEAT FLOUR  
STANDARDS ARE SOUGHT.

A public hearing for the purpose of arriving at standard definitions of whole wheat flour and similar products is to be held by the Food Standards Committee of the United States Department of Agriculture, at Washington, in March or April of next year. Representatives of the milling industry, the baking trade, and other industries interested in the subject should communicate with A. S. Mitchell of the Food, Drug, and Insecticide Administration.

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A LIST OF ALL PRINTED BULLETINS OF THE Bureau of Agricultural Economics issued from July, 1922 to November 1929, may be obtained by writing the bureau at Washington, D. C.



LOW GRADE MILK AND  
CREAM CAUSE LOSS.

Low-grade cream and milk is costing the dairy industry about \$40,000,000 a year, according to O. E. Reed, chief of the Bureau of Dairy Industry, U. S. Department of Agriculture, who points out that "much of the loss is due to the refusal of dealers to accept sour and off-flavored products.

"The marketing of low quality milk and cream," he declares, "results many times in the manufacture of inferior grades of dairy products. Because these products bring low prices, the farmer does not receive the best prices for his milk or cream. Billions of pounds of skimmilk, buttermilk, and whey produced each year in the United States are either wasted or are inefficiently used, and the discovery and development of methods for utilizing these by-products is one of the most important objects of the Bureau of Dairy Industry. Investigations along this line include work on the manufacture of dry skimmilk and extending the use of this product in making bread and ice cream. The manufacture of concentrated sour skimmilk, a product originated in the laboratories of the bureau, has been introduced into plants in several States. In 1928 these plants used more than 76,000,000 pounds of skimmilk in the manufacture of this product."

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FARM MORTGAGE RESEARCH  
IS EXTENDED.

Extension of the farm-mortgage research work of the Bureau of Agricultural Economics has been made possible by an offer of cooperation made to the bureau by the Mortgage Bankers Association of America, which has urged its members to furnish the bureau information on their farm-mortgage loans and financing. A large volume of farm-mortgage loans is negotiated by members of this association, and the additional information which the members can give the bureau will contribute to the bureau's researches in farm mortgage finance.

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TURKEYS TO BE GRADED.

Preparations for the grading of more than 500,000 turkeys this year have been made by the Bureau of Agricultural Economics. Government inspectors will grade birds at terminal markets in Boston, New York, Philadelphia, Baltimore, Washington Pittsburg, Detroit, and Chicago, and cooperative agreements have been made with State departments of agriculture for Federal-State grading at shipping points in Colorado, Utah, Nevada, Idaho, Wyoming, California, Montana, Minnesota, Virginia, and Maryland. The grades are "U. S. Prime", "U. S. Choice," "U. S. Prime, Mature," and "U. S. Choice, Mature. More than 100 classifiers at shipping points have been licensed by the bureau. Approximately 200,000 turkeys were graded 1st year.

SURVEY SHOWS POOR CONDITIONS  
OF PIEDMONT COTTON GROWERS.

One hundred thousand white families on cotton farms in the upper Piedmont section of North Carolina, South Carolina, Georgia, and Alabama are living under very adverse conditions on small farms in a section over-run by the boll weevil, on irregular shaped and sloping fields, and on soils that require fertilizers and constant effort to control weeds and erosion, says the Bureau of Agricultural Economics, in Circular 78-C, entitled "Conditions of Farmers in a White-Farmer Area of the Cotton Piedmont."

Many of these farmers, the investigators report, know of ways and have the means to add to the food on their tables and to the money in their pockets, but they ignore opportunities to do so and get along on little. The investigators made a study of a typical group of these farm families in Swinnet County, Georgia. They learned that many are tenants on farms valued at less than \$2,000.

A fourth of the farmers have so little capital that they must contract to pay half of what they produce to landlords who furnish the mule and tools to work with, the land to farm, and houses to live in. Two-fifths of the farmers had mules and tools but no land.

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POULTRY STORAGE  
STOCKS ARE LARGER.

Total stocks of frozen poultry in storage November 1 aggregated 86,854,000 pounds as compared with 58,093,000 pounds a year ago, according to the November cold storage report of the Bureau of Agricultural Economics. This total is made up of larger stocks of broilers, fryers, roasters, fowls, and miscellaneous poultry, but the holdings of turkeys are placed at 5,714,000 pounds on November 1 as compared with 4,768,000 pounds last November.

Creamery butter stocks are reported at 138,324,000 pounds compared with 105,811,000 pounds a year ago; total stocks of meats at 630,716,000 pounds compared with 547,718,000 pounds, and of lard, 99,110,000 pounds compared with 83,474,000 pounds. Commodities showing decreased holdings include apples, American cheese, and case eggs.

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MACHINES FOR CORN BORER  
CONTROL ARE DEMONSTRATED.

Demonstrations of the use of machinery in controlling the European corn borer were made on the Government farm at Toledo, Ohio, recently, before a group of about 100 agricultural engineers and representatives of the farm implement industry. Modifications of manufacturers' standard machinery, carrying special attachments developed by the Department of Agriculture were shown. Three types of mobile field burners using oil, and a mobile steam sterilizer for destroying borers in the plant material, were exhibited. The implements included plows designed to cover up stalks left standing; standard makes of corn binders and ensilage harvesters provided with attachments for cutting off the stalk at the surface of the ground, and dump and side delivery rakes for cleaning the ground.



IOWA POULTRY GROWERSURGED TO GRADE EGGS.

"The outstanding needs of the Iowa poultry industry," according to W. D. Termohlen of the Iowa State College of Agriculture, "are the elimination of wastes in production and marketing and a means of acquainting producers with the kind of product which is in demand by consumers. Graded selling is the most useful tool we have for correcting the present evils. Every producer of eggs and poultry who is ambitious, energetic, possesses vision and a desire to better himself and the poultry industry, should get behind the movement to encourage the buying and selling of eggs by grade.

"Every farmer should demand the full value for the eggs he produces and, hence, should insist that the eggs be bought on a graded basis. Egg dealers should favor the trading in eggs on a graded basis because by so doing they can see what they are buying and can avoid some of the loss which results from buying eggs 'mine-run' with no certainty as to quality. The loss caused by not selling eggs on a graded basis has amounted to many thousands of dollars annually to the farmers and egg dealers."

The Iowa Extension Service has just issued three bulletins on the subject of egg grades. They are Bulletin 158 entitled "Facts About Eggs," Bulletin 159 entitled "Egg Grades and Grading," and Bulletin 160 entitled "Why Market Eggs by Grade."

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RAILROAD LIABLE FOR DAMAGES TO PROPERTY SHIPPED BY IT  
DURING 48-HOUR FREE UNLOADING PERIOD

Mangelsdorf Seed Co. v. Missouri Pac. R. Co.  
Supreme Court of Kansas, Oct. 1929 (280 Pac. 896).

This is an action by a wholesale seed house against the railroad company for damages to two carloads of blue grass seed destroyed by fire while on defendant's track near plaintiff's elevator, the fire having originated in the elevator from unknown causes. In the trial court judgement was for defendant and plaintiff appeals. Reversed.

The plaintiff's elevator was built upon land being the right-of-way of the railroad company under a lease containing numerous provisions, but in effect providing that the railroad should not in any way be held liable for damages to the plaintiff's building so located for any reason whatsoever. The railroad's switching track was maintained and operated within a few feet of plaintiff's elevator, and this building was served by said switch track for unloading purposes. The track was not upon land leased to plaintiff, but was the property of and operated by and under control of the railroad.

A quantity of blue grass seed was purchased by plaintiff from a party in Missouri. A shipper's order bill of lading was issued by shipper and the cars were sent over several railroads to destination, finally being delivered by defendant to the usual unloading place on the switch track serving the elevator of plaintiff. On the day following such delivery to the elevator of plaintiff, a fire originating in that building completely destroyed it. During the fire the cars stood at the unloading track of the elevator where they had been placed the previous day. The suit here is for the amount of damages to the merchandise as a result of the fire. Freight charges had been paid by plaintiff on the two cars to the local freight



agent of the railroad, and such payment included the freight or switching charge in accordance with rates on file with the I. C. C. At the time of the fire it was the established rule, lawfully filed with the I. C. C. and compulsory with all common carriers, to grant forty-eight hours free time for unloading of commodities after placing car for delivery.

Defendant contented that under the lease above referred to covering the use of land for the plaintiff's elevator, the defendant was relieved from liability. In discussing the point, however, the court states that this is not an action to recover the value of the warehouse or elevator destroyed by fire caused by the railroad company, and that consideration of the provisions of the lease discloses that they do not specifically cover a release from liability for the loss and damage sought to be recovered herein; that when a carrier attempts to limit its common law liability it should do so by language so clear that it cannot be misunderstood; and furthermore, that interstate carriers are not permitted to relieve themselves of liability as carriers by a stipulation in an independent contract such as the lease of an elevator or warehouse having no connection with the contract of shipment of the goods.

Plaintiff contended that defendant's liability as a carrier continued through the forty-eight-hour period of free unloading time provided for in the bill of lading, and that since the loss occurred within that time, the plaintiff should recover.

A list of cases is cited in the opinion upholding the common law liability of carriers as insurers of freight except for loss occurring from the act of God or a public enemy; that this was the liability of the carrier while transporting the goods. But the question is how long such liability continued after the shipment arrived at destination. It was held in a case cited that such liability continues until consignee has a reasonable time thereafter to inspect the goods and remove them in the usual hours of business, and that after the expiration of such reasonable time the carrier is liable not as a carrier but only as a warehouseman and for ordinary negligence. Under the rules of the I. C. C. the bill of lading contained a provision to the effect that property not removed by consignee within forty-eight hours after notice of its arrival has been duly given, may be kept in car or place of delivery of carrier subject to a reasonable charge for storage and to carrier's responsibility as warehouseman only. It is further indicated that the question at issue in this case, that is, the nature of the carrier's liability during the forty-eight-hour period, has been directly passed upon by the Supreme Court of the United States in *M. C. R. R. v. Mark Owen & Company*, 256 U. S. 427. Liberal quotations from that case are made in the opinion, the finding being that the bill of lading is definite in its provisions as to the time at which responsibility of the railroad company shall be that of warehouseman, and by necessary implication, therefore, until that responsibility attaches that of carrier exists. Such decision of the Supreme Court is regarded here as controlling as to the nature of liability of carrier during the forty-eight-hour free unloading time.

H. F. Fitts



# MARKETING ACTIVITIES

## AND OTHER ECONOMIC WORK

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DOUBLE NUMBER DECEMBER 11)

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### TERMINAL ELEVATOR CONGESTION

#### CAUSED WHEAT PRICE DISPARITY.

Congestion of grain elevators at terminal markets, because of large carryover of old wheat and heavy early marketing of the new crop, was largely responsible for the disparity which existed between the wheat prices at terminal markets in Canada and at terminal markets in the United States from the middle of July to the first of October, according to the Bureau of Agricultural Economics in a report of a special investigation of the situation made by the bureau at the request of the Federal Farm Board.

"The congestion at terminal markets probably cost producers in the United States, who sold their wheat during the period from the middle of July to the first of October, on the average about 10 cents per bushel," the bureau says. "Stocks of wheat in the channels of trade have been so large that it has been a serious problem to find storage space for current receipts at the terminal markets. However, the congestion of terminals now appears to have passed its peak.

"A striking feature of the present situation is that there is no more domestic wheat in the United States than there was a year ago. Although there is more wheat in the visible supply, there is less on farms, so country marketings during the remainder of the season will be much less than they were in the corresponding period of last year. In view of the prospect of an export demand during the remainder of the season considerably in excess of that of last year, the prospect is for a carryover into July 1930 much smaller than the carryover into July of this year."

Copies of the report in detail may be obtained from the Bureau of Agricultural Economics, Washington, D. C.

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### NEW JERSEY WOULD ESTABLISH

#### PRODUCE DISTRIBUTION CENTER.

"To aid New Jersey farmers in the marketing of their produce in the New York Metropolitan Area," declares Secretary William B. Duryee of the New Jersey Department of Agriculture in his annual report, just issued, "serious attention should be given to the establishment of a great produce distribution center on the west bank of the Hudson River. The appalling congestion of the New York City market with resultant labor disturbances and other economic problems; the presence of more than a million and a half consumers in New Jersey who would be served by such a market; the reduced primary and secondary hauling charges of produce for consumption in that area, are all potent reasons for establishing such a great market outlet."



WINTER VEGETABLE IMPORTS  
REPORTED TO BE INCREASING.

Increasing competition between American and foreign producers of winter vegetables to satisfy the greatly enlarged demands of American consumers in recent years is reported by the Bureau of Agricultural Economics. These winter vegetables include tomatoes, green peas, peppers, potatoes, and celery.

Imports of winter vegetables from the Mexican West Coast, Cuba, Bermuda, and the Bahamas amounted to approximately 161,000,000 pounds in the 1928-29 season November 1 to June 30, as compared with 125,000,000 pounds in 1925-26. An average of more than 110,000,000 pounds of tomatoes have been imported annually in the last three years. An increasing import trade in early potatoes from Cuba and Bermuda is reported.

Among the American areas which are in competition with foreign sources of winter vegetables are the east coast of Florida, the lower Rio Grande Valley in Texas, and the Imperial Valley in California. The shipping seasons of the Mexican West Coast, Cuba, Bermuda and Bahama coincide with those of the American areas, but movement in volume from the foreign sources begins somewhat earlier than from the domestic areas.

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MOTOR TRUCKS USED IN  
MARKETING OHIO WHEAT.

Use of motor trucks in taking wheat from the field to country elevators in Ohio has become an important factor in relieving the after-harvest congestion at country and terminal elevators, according to Charles M. Fritz, grain exchange supervisor of the Chicago office of the Grain Futures Administration.

Mr. Fritz says that the longest haul now required at various Ohio points to move the farmer's wheat is about eight miles. This trip with a horse-drawn vehicle would require the greater part of a day, with average loads of from 50 to 100 bushels. The trip is made by motor truck in about two and one-half hours, with loads ranging from 85 to 145 bushels.

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PENNSYLVANIA AGRICULTURE  
AFFECTED BY POPULATION GROWTH.

Population growth in Pennsylvania probably has been the most important factor that has affected the trend of farming in that State, according to the Pennsylvania Department of Agriculture. Pennsylvania today has almost six times as many people as in 1840. This increase in local demand for food products, says the department, has had a far-reaching effect especially on the production of milk, eggs, and potatoes. There has been a steady increase in cooperative marketing in the State, the value of dairy products sold cooperatively from Pennsylvania farms being estimated at approximately \$38,000,000. More than one-third of the marketable milk and over one-fourth of the total milk produced in the State is being sold by farmer-owned cooperative marketing associations.



NATIONAL WOOL MARKETING  
ASSOCIATION IS FORMED.

Wool and mohair cooperatives of the United States have organized a central sales agency to be known as the National Wool Marketing Association, with a capital stock of \$1,000,000. This is the second central commodity sales agency to be set up under the guidance of the Federal Farm Board, the first being the Farmers National Grain Corporation.

"Immediate steps are being taken to build a national organization for the marketing of wool and mohair," according to an announcement by the Federal Farm Board. "With the aid of the Board, the National Wool Marketing Association will work to coordinate and strengthen the state and regional wool and mohair marketing associations. Arrangements are also being made for the immediate financing of growers through existing cooperative organizations. This will be done through pre-shearing advances made to ranchers. Money will also be loaned on unsold wool and mohair. New marketing associations among wool and mohair producers will be set up in localities which are not served by cooperative agencies."

SECRETARY HYDE URGES  
DAIRYMEN TO ORGANIZE

Sixty million tons of milk were produced on the farms of the United States last year, which was twice the weight of all the pig iron produced by the greatest industrial nation on earth, yet our demand for dairy products has increased more rapidly than our production, declared Secretary Arthur M. Hyde of the United States Department of Agriculture addressing the National Cooperative Milk Producers Association at St. Paul, Minnesota, November 12.

"Dairying," he said, "is probably the best organized branch of American agriculture. The cooperatives have been successful, not only in the direct marketing of milk but in operating butter, cheese, and other processing plants in the opening and development of new markets. Of recent origin are mergers of corporations with vast accumulations of capital, which are engaged in the marketing of dairy products. These organizations are taking milk directly from the farm and are equipped to dispose of it in any form and in any market. The expansion of the business of these corporations is of concern to the dairy farmer.

"The challenge to the American dairyman today is to unite with his fellow producers for the sale of his product and thereby place himself in a position to bargain effectively with those to whom he sells. Dairying should mobilize its economic power on a national scale."

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MISSOURI College of Agriculture has just issued Extension Circular 226, which discusses seasonal variation in feed prices. Extension Circular 225, issued by Missouri, discusses the cost of establishing a productive orchard in Missouri.

SEES HIGHER PRICES  
FOR SOME COMMODITIES.

The average prices of wheat in the markets of the United States for the remainder of the season are likely to be considerably higher than they have been in the past week, and higher than the average for the season to date, according to Dr. O. C. Stine in a nation-wide radio broadcast on November 18. Discussing other commodities, Dr. Stine said:

"It is likely that corn prices will improve in January and many growers can afford to delay marketing until such improvement takes place. Hog prices are not likely to go much lower and a moderate seasonal rise is likely to begin in December or early in January. Some seasonal advance before the end of the year is to be expected in lamb prices, but it may not be quite as marked as usual.

"It is not to be expected that butter prices will remain at their present low level, but large storage stocks of butter may retard the rise and make it rather moderate unless production is curtailed. Potato supplies and shipments to date suggest that some improvement from present potato price levels may be expected in New York, Michigan and Minnesota. It is probable that rice prices will begin to rise in December and continue upward for the remainder of the season."

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DRIED FRUITS DEPENDENT  
UPON EXPORT MARKETS.

The dependence of Pacific Coast dried fruits upon European export markets is stressed by M. J. Newhouse, consulting specialist of the Bureau of Agricultural Economics, who recently made an economic survey of the situation in Europe. Principal markets for dried prunes, he says, are Great Britain, Germany, France, Scandinavian countries, Holland, and Western Europe. Spain and Italy are growing markets for our prunes.

"Shifts in demand and market developments," Mr. Newhouse says, "are most pronounced in regard to raisins, the outlet for which has greatly expanded, and in regard to prunes, which now go to France in considerable volume. Smaller supplies in Yugoslavia have left the markets of Western Europe more dependent upon Pacific Coast prunes. Dried fruits should be shipped early to arrive in time for distribution for the Christmas demand. To meet the extensive and effective advertising now carried on in behalf of fresh fruit, it is urged that the entire Pacific Coast join hands in publicity for dried fruits in Europe. The California Dried Fruit Export Association and the Pacific Northwest Dried Fruit Export Association are the logical means through which to conduct such a campaign. It should apply to all dried fruits, and should be supported financially by a small tax on each box exported."

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"Fertilizer Studies and the Production of Sweet Potatoes" has been issued as Bulletin 311 by the Maryland Experiment Station, College Park, Maryland.



FRUIT COLOR IMPORTANT  
FACTOR IN MAKING SALES.

Color has been found to be the most important single quality factor in the sale of American fruit, according to F. G. Robb of the Bureau of Agricultural Economics, citing the results of twelve years of farm products inspection service by the Federal bureau. Other quality factors include size, maturity, and defects due to insect injury, disease, improper packing and rough handling.

Although there has been a marked improvement in recent years in the quality and condition of American fruits on domestic markets, there is still too large a quantity of poor products which have a depressing effect on the general level of fruit prices, Mr. Robb says. The poor quality and condition of this fruit is the result of inefficiency in growing, harvesting, packing and shipping.

"Color," Mr. Robb declares, "is a difficult factor to judge. In a variety of apples like the Jonathan, for example, the U. S. No. 1 grade calls for 25 per cent of good color. The color of the fruit may vary from faint stripes to deep solid red; it may be scattered all over the surface or be concentrated on one cheek. When the apples are passing rather rapidly in front of the sorters it is likely that an occasional under-colored apple will get by or be misjudged, but there is a grade tolerance to take care of such errors. However, when the inspector finds 20, 25, or 30 per cent of fruit which shows practically no color in some barrels while others show practically no under colored fruit, it can not be excused as misjudgment or border line cases. It shows careless packing house management. Under-colored apples can not be forced on the market at No. 1 prices.

"Inspectors frequently find the same evidence of carelessness in sizing of fruit as in judging color. Sizing can be done satisfactorily only by machinery. The most common condition defects in apples found by our inspectors are over-maturity, decay, scald, and freezing injury. Over-maturity may result from allowing the fruit to remain too long on the trees, or from improper storage, or transportation temperatures.

"Blue mold rot is the most common type of decay. It results from punctures, bruises, or other skin breaks. The great variation in percentages of this decay in different lots in the latter part of the season shows the difference between proper and improper handling methods. At this time of year there is also a wide variation in the extent of damage from scald. Oil wraps in boxes and shredded oil paper in barrels and baskets prevent this condition, but the paper must be scattered through the package if the treatment is to be effective.

"Tightness and slackness of pack are causes of loss, especially in connection with barrels. A slack pack or the crushing of apples just beneath the head of the barrel can be avoided by proper racking or shaking down of the barrel as it is being filled."

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"Marketing Wisconsin Potatoes, Summary of 1928-29 Season," has been issued in mimeograph by the Bureau of Agricultural Economics.

Other mimeographs just issued by the bureau include a "Directory of Teachers Giving Courses in Rural Sociology and Rural Life," and "Attitudes Toward Rural Government."

RAILROAD COMPANY CONTROLS USE OF ITS PRIVATE LOADING PLATFORM

Norfolk Southern R. Co. v. Rapid Transit Co.  
Supreme Court of North Carolina, Oct. 1929 (149 S.E. 733).

In the above case the question of the use of a private railroad platform was in issue. The decision of the trial court was that a railroad company having a platform upon its private property may control its use, and that the use of such platform by others was mere license.

It appears that the plaintiff railroad corporation in connection with its business constructed a platform upon its property and has permitted various persons to store cotton thereon pending shipment, and has also permitted the public weigher of the city to go upon the platform and weigh cotton. The defendant here is the owner of another cotton platform some distance away, which is used for storing cotton, and is engaged in the business of transporting cotton to other points in the State. Defendant went upon the plaintiff's platform and removed cotton with the purpose of transporting it to other points, whereupon plaintiff notified defendant to stay off its premises and later applied for an injunction to restrain defendant from further trespass.

In discussing the case, it is stated in the opinion:

"The controlling question is whether the owner of the cotton can send an agent to the platform of the plaintiff and remove cotton for shipment to other points when the agent so selected is a competitor of the plaintiff. Obviously this would amount to permitting the competitor to use plaintiff's property in order to carry on its own business."

The decision also goes on to say that allowing owners of cotton to use the platform for storing cotton and also entering the premises to remove the property was mere license, and that when defendant entered the premises not for the purpose of delivering cotton to the owner but for the purpose of shipping it as a competitor of plaintiff, it was an abuse of the license and therefore the defendant became a trespasser.

Upon the facts stated the judgment of the lower court for plaintiff was affirmed.

H. F. Fitts

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"The Operation and Care of the Combined Harvester-Thresher," has been issued by the United States Department of Agriculture as Farmers' Bulletin 1608.

"Proceedings of International Universal Cotton Standards Conference of 1929," has been issued by the United States Department of Agriculture as Service and Regulatory Announcement No. 117.



# MARKETING ACTIVITIES

## AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

December 11, 1929

Vol. 9, Nos. 49 and 50.

### ANNUAL CONVENTION NUMBER

### NATIONAL ASSOCIATION OF MARKETING OFFICIALS.

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Federal Farm Board Policy and Latest Developments  
in Marketing are Discussed  
at Chicago Meeting.

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Practically every important agricultural region of the United States was represented at the Eleventh Annual Meeting of the National Association of Marketing Officials, at Chicago, Illinois, December 2, 3 and 4. The Pacific Coast was represented by Earl W. Benjamin, Manager, Pacific Egg Producers, who described the program of the Pacific Egg Producers Cooperative, Incorporated, and by B. H. Critchfield of the California Federal-State Marketing Service. A. M. Pratt, General Manager, Florida Citrus Growers Clearing House Association, discussed the clearing house development in Florida, and Sidney A. Edwards of the Connecticut Bureau of Markets described the New England Farm Marketing Program.

The objective of the Federal Farm Board in organizing agriculture into national commodity sales agencies was outlined by C. B. Denman, member of the Board. He said that "the program of the Farm Board is, first, to build up powerful and effective cooperative organizations in the various commodity fields. Insofar as possible, national organizations will be established. Second, the board will work with and assist existing cooperative organizations in every possible way to increase their membership and get more business. The Board will also assist them in working out operating policies and practices. Third, through these cooperative organizations the Farm Board will be able to finance individual producers in their feeding and processing operations. Fourth the Farm Board will assist groups of producers in the various agricultural sections of the country to form cooperative organizations where none exists at the present time."

Mr. Denman emphasized the fact that the Board can recognize in its extension of credit and other assistance only cooperative associations and other agencies that are "producer-owned and producer-controlled". He said that "the Agricultural Marketing Act is not a farm relief measure, and that the Farm Board is not a farm relief organization. The aim of the Farm Board is to stabilize farm commodity prices; to do away with extreme fluctuations in prices through orderly distribution of farm crops."

Committee reports dealt with recent developments in standardization,



city markets, market reporting, cooperative organizations, crop and live stock estimates, sales and consignments, transportation, and marketing legislation. The work of the Interstate Early Potato Committee was described by A. E. Mercker, executive secretary for the Committee; the National Cooperative Council, by Charles W. Holman, secretary, and developments in cooperative livestock marketing, by J. D. Harper, editor, Live Stock Reporter. Chain stores as factors in the distribution of farm products was discussed by F. H. Massman, vice-president, National Tea Company, and changes in the mechanism of the fruit and vegetable industry by W. A. Sherman, Bureau of Agricultural Economics. Developments in the motor truck transportation of farm products were outlined by C. W. Waid, chief, Ohio Bureau of Markets.

C. W. Waid was elected President of the Association for the ensuing year; B. H. Critchfield as Vice-President, and F. B. Bomberger as Secretary-Treasurer.

#### President's Address

W. T. Derickson, President of the Association, opened the three-days' session with an address in which he outlined briefly some of the marketing developments of the past ten years. These, he said, include the "great improvement in the distribution of market news reports by radio; standarization of grades and shipping point inspection; the increase in cooperative associations; State laws requiring the marketing of graded products; the Federal Produce Agency Act, and the Federal Farm Board."

Greetings were extended the Association by John S. Lord, representing the Chicago Association of Commerce.

#### CLEARING HOUSE DEVELOPMENTS:

A. M. Pratt, General Manager, Florida  
Citrus Growers Clearing House Association.

Mr. Pratt discussed in detail the organization and operating methods of the Florida Citrus Growers Clearing House Association. He said that the Association is a non-profit cooperative body representing 80 per cent of the Florida citrus industry in its grower and shipper membership. There are 6,951 grower-members and 63 shipper-members. Mr. Pratt said that the clearing house is the most practical application of the cooperative idea under present Florida conditions. Price control is voluntary, but shipment control is mandatory. The expense of the organization is covered by four cents per box assessment. About 45 per cent of the fruit is sold an auction markets, and the remainder at private sale.

#### Farm Board Recognition.

The attitude of the Federal Farm Board toward clearing houses which have grower and shipper members was then discussed in open convention. It was brought out that the Florida Association does not have the approval of the Farm Board because the Florida Association is not wholly grower-controlled and grower-owned, inasmuch as 20 per cent of the membership is composed of shippers.



The sentiment expressed in this discussion was that "we ought to have seriously in mind the consideration of the question of whether any board, Federal Farm Board or any other Government organization, ought to be encouraged to say that the whole policy of the Government in promoting marketing organization is going to place the seal of approval on one form of cooperative marketing and ignore everything else."

#### STANDARDIZATION AND INSPECTION:

R. F. Hall, Director, Produce Markets,  
State of Minnesota.

A summary of State developments in standardization and inspection was presented by Mr. Hall as Chairman of the Committee on Standardization and Inspection. He said that his survey clearly indicated that optional grades are much more popular than compulsory grades, although the percentage of inspections in States which have optional grades is not nearly as large as in the States that have compulsory grading or branding.

"In States where cooperative organizations exist to any extent," Mr. Hall declared, "we find that such organizations lead in the plan of standardization, more readily adopt the policy of handling produce on a graded basis, and employ loading point inspection more extensively than individuals."

#### NEW ENGLAND FARM MARKETING PROGRAM:

Sidney A. Edwards, Director of  
Markets, Connecticut.

"The New England Farm Marketing Program," Mr. Edwards declared, "represents an outgrowth of the Agricultural Committee of the New England Council, an organization conceived five years ago by the six New England governors and functioning largely as a sectional Chamber of Commerce for the purpose of expanding New England's economic, social and recreational resources. The Agricultural Committee decided that the solution to many of the existing problems confronting agriculture lay along the line of better marketing of farm products. It believed that efficient production and orderly marketing must go hand in hand.

"The Committee took into consideration the strategic position which the New England farmer holds with relation to his market and his ability to place his products in the hands of the ultimate consumer within a few hours from the time they leave the farm. The six New England states have worked along uniform lines in the establishment of voluntary grades and methods of inspecting or policing those grades. The New England Quality Label was developed as an official identification to appear only on the top grades of native produce. The use of this label is becoming more and more general."

#### CLEARING HOUSE PRICE FIXING:

Lloyd S. Tenny, General Manager,  
Chicago Mercantile Exchange.

"If the clearing house idea is going to be a part of our marketing organization, and I hesitate to say that that is not going to be the case," Mr. Tenny said, "we must recognize the fact that a clearing house cannot of itself make price. There is misunderstanding in California on that. A lot of people



expect a high price. The clearing house purpose is to equalize price between markets. I checked over a number of figures on prices of deciduous fruits and found that the year before this past season to a reasonable extent, and this last year especially, the comparable prices between the ten or twelve auction markets were very close. The price during the entire auction period on most California fruits ran surprisingly close in all major auction markets. I think that where you have a reasonable number of distributing agencies, particularly where the sales offices have close contact with headquarters, you can go a long way toward bringing equitable and fair distribution of a commodity."

#### THE USES OF OUR AGRICULTURAL LAND:

O. E. Baker, Bureau of Agricultural Economics.

Dr. Baker presented a series of charts showing trends of production and population in recent years. He said that should the birth rate in the United States continue to decline as it has in the last ten years, we should have a stationary population of approximately 150,000,000 people in the next 25 to 30 years. In this event, Dr. Baker believes there is no need for additional farm lands in the United States, although there will be some shifts in production areas. He said that yields per acre will increase materially in the next ten or twenty years, but that there will be a slow increase in land area.

Copies of mimeographed statements and charts which were used by Dr. Baker in his address may be obtained by writing the Bureau of Agricultural Economics, Washington, D. C.

#### INTERSTATE EARLY POTATO COMMITTEE

A. E. Mercker, Executive Secretary.

"The Interstate Early Potato Committee," Mr. Mercker said, "is primarily a steering and advisory committee, which is attempting to meet and help solve the many economic problems affecting the producers of early potatoes in Maryland, Virginia, North Carolina, South Carolina, Florida, and other early potato producing States competing with this territory. This committee came into being as a result of the extremely low prices and demoralized condition of the potato market in 1928, which particularly affected the early potato producing districts. Its personnel now consists of the directors of extension or their alternates from the States named, the chief of the Office of Cooperative Extension Work, the assistant chief of the Bureau of Agricultural Economics, the specialist in charge of its Division of Fruits and Vegetables, a grower from each State or a growers' representative, and also a dealer from each State.

"It was thought that the situation in the South Atlantic States required somewhat separate efforts. To this end the committee has endeavored to organize sub-committees in each State for work on definite phases of the general problem. These sub-committees for each of the three States are: (1) acreage stabilization and advance market information; (2) speculative credit stabilization; (3) substitute crops and enterprises; (4) market stabilization. We feel that we cannot have a proper handling of the acreage situation or the market situation without some cooperation and coordination of activity between the South Atlantic Coast States and the potato regions in the Mississippi Valley competing with the States of the Atlantic Seaboard.

"The problem of the interstate committee is not to secure a limitation



or general and permanent reduction of potato acreage, but to secure such increases and decreases from year to year as are calculated to maintain a volume of production which will insure fair prices to the producers and will also insure the consumer against exorbitant prices."

#### COMMITTEE ON CITY MARKETS:

George A. Stuart, Chairman.

"New markets opened during the year 1929 and under construction during the year," Mr. Stuart said, "represent an aggregate capital investment of approximately twenty million dollars. In terminal markets the major development has been the construction of a union produce terminal at Detroit, Michigan, at a cost of five million dollars. A new terminal market was opened at Providence, R.I. on April 1, which replaced an old car door market formerly conducted in the yards of the New Haven Railroad. The Erie Railroad has constructed a new produce yard at Jersey City, N.J. to provide for the wholesale trade of New York. The new terminal market at Pittsburgh, Pennsylvania, last year by the Pennsylvania Railroad may soon be matched by a similar produce terminal by the Baltimore & Ohio Railroad in that city. Plans for building a terminal market at Columbus, Ohio, have been completed, and a new combined terminal and farmers' market is being planned for Buffalo, New York.

"During the past year there has been a rapid expansion of 'retail Drive-In-Markets' at Los Angeles, California, it being estimated that between fifty and sixty of these markets have been established in that city and vicinity. A million dollar retail market is being constructed at Portland, Oregon, by Portland business men. A cooperative market, owned by farmers and dealers, is being erected at Eugene, Oregon, at a cost of \$50,000. At Chester, Pennsylvania, a new farmers' retail market with 150 stalls has been erected at a cost of \$95,000. The only privately owned market in Baltimore, Maryland, was opened for operation on November 1. A retail dealers' market has been built in New York City in the Bronx."

#### COMMITTEE ON MARKET REPORTING:

B. B. Jones, Chairman.

"Full credit for the present high state of development of the market reporting system now so widely used over the country," Mr. Jones said, "must be given to those in the U. S. Department of Agriculture who pioneered in the work. Future development of market news work will likely further emphasize the present tendency, which is that the Federal Department will act largely as a collection agency, whose job it will be to collect the market information from the four corners of the country, and then make it available to the individual State. The State then will become responsible for distributing the material to its people, combining with these national quotations, those reports which are purely local in nature.

"The present highly efficient service rendered by the fruit and vegetable market news system needs only to be added to in one or two ways in order to make it approach real perfection. One is by enlarging the list of field offices to cover certain additional important shipping centers, and the other by increasing the list of commodities on which reports will be available. Every assistance possible should be given Federal authorities in their efforts to improve and expand the livestock market news service. Improvements in the cotton market



news service are expected to be along the line of securing reliable data of prices being paid at country points, the publishing of more complete analysis of supply, demand and movement data, and the increased dissemination of the material by telegraphic transmission and radio broadcast. State cooperation in expanding the news service on dairy and poultry products is highly desirable, especially where local markets are very influential in determining the general run of prices."

Second Session, December 3.

THE NATIONAL COOPERATIVE COUNCIL:

Charles W. Holman, Secretary.

The National Cooperative Council, Mr. Holman declared, represents the major cooperative organization groups in the United States, which have a combined membership of from 850,000 to 890,000 persons, and which do an annual business of close to one billion dollars.

"The three big things before the Council when it meets in Chicago this week," he said, "are (1) the adequacy or inadequacy of existing rural credits legislation; (2) what can be done to stimulate the Federal Extension Service doing some real work in behalf of the cooperative movement, and how can this work be tied in with the aims and hopes and objects of the cooperatives themselves, and (3) the question of relations with the Federal Farm Board."

COOPERATIVE LIVE STOCK MARKETING:

J. D. Harper, Editor, Live Stock Reporter.

Following a brief outline of the development of cooperative livestock marketing in the United States, Mr. Harper described the current activities directed toward the organization of a national livestock marketing association which will have the approval and cooperation of the Federal Farm Board.

"The first move toward consolidation of the various livestock units was made at Chicago, October 23-24," he said, "when sixty-six representatives of cooperative livestock marketing agencies assembled at the call of the Farm Board and proceeded to draw plans for a national livestock marketing association. Although the National Live Stock Producers Association, a voluntary national group with approximately 300,000 members now selling \$144,000,000 worth of livestock cooperatively on twelve terminal markets, has been in operation eight years, the advisability of a new name and some changes in the general plan of organization was thought advisable. Consequently an organization committee of eight men was chosen by the general meeting to draw up plans in detail for the operation of the proposed cooperative, the National Live Stock Marketing Association. This committee is still at work and its recommendations, when ratified by fellow livestock cooperators and approved by the Farm Board, will constitute the beginning of the second act in our cooperative livestock marketing program."

POLICIES AND PROGRAMS OF THE FEDERAL FARM BOARD

C. B. Denman, Board Member.

"The Agricultural Marketing Act," Mr. Denman said, "authorizes and directs the Federal Farm Board to encourage and assist in the organization of



producers into effective associations or corporations under their own control for greater unity of effort in marketing and, further, directs the Board to assist in promoting the establishment and financing of a farm marketing system of producer-owned and producer-controlled cooperative associations and other agencies.

"The Federal Farm Board proposes to apply the same principles that have proved successful in business to a solution of the problems of agriculture. The tendency of the times in business is toward integration and consolidation of competing units into large scale enterprises. Until comparatively recent years the field of organized agricultural marketing has been largely neglected. The majority of farmers concentrated their efforts on crop production and gave little serious thought to marketing. Producers competed actively with one another in the sale of their products. Even an approach to a national sales control of any agricultural commodity has never been made.

"Through orderly production and distribution of agricultural commodities and the organization of farmers into effective organizations the Federal Farm Board hopes to secure economic equality for agriculture. To obtain the objectives of the Board it will be necessary for the cooperative marketing associations to enlarge their vision and expand their power through greater volume and increased membership."

#### COMMITTEE ON COOPERATIVE ORGANIZATION:

Robin Hood, Chairman.

"There is no evidence that the agricultural cooperative movement has either grown or shrunk during the past year or two," Mr. Hood said. "For several seasons, the number of farm units selling cooperatively and the volume of business done has been stabilized upon a fairly even level. It might be said that cooperation has reached a settling down period in which it is solidifying its enormous gains of the past decade. Through federation or the establishment of central sales agencies, the marketing of farm products is tending generally to become more and more the task of a few large agencies rather than of many small ones, even though the large bodies include an increasing number of local units.

"The trend toward centralization, observed for several years, has been stimulated by the policies of the Federal Farm Board."

#### THE PACIFIC EGG PRODUCERS' PROGRAM:

Earl W. Benjamin, Manager.

"When Pacific Egg Producers began selling the combined shipments of all the Pacific Coast cooperatives, the full movement getting started in the fall of 1922," Mr. Benjamin said, "it was realized that the selling of such a large volume, the biggest volume of such eggs ever brought together on one sales floor in New York City, would entail many complications. The trade using these eggs consisted mostly of small jobbers who were highly trained in the technique of their activities, and yet many of them were of foreign birth and did their business on a sort of day-to-day progression. It had been the custom to make sales with all sorts of lean-tos on the market quotations, with protection against a decline in the market and also protection against advances. Credits were very uncertain.

"'PEP' decided to try the auction method of selling and to equalize the offerings from day to day, so as to establish a stabilizing influence. As chain



stores increased in their proportionate importance in the city's buying power, it was found desirable to remove their trading from the action. Their buying came to be of such tremendous volume and so irregular from day to day, that it was found desirable to sell to smaller buyers on the auction, and then sell the larger volumes to the chain stores at a price based on the auction prices. This adjustment of prices has been made such as to be fair to all parties concerned, and this change helped to eliminate radical fluctuations in the market prices. Only about 10 per cent of the 'PEP' eggs are now sold on the auction. As a price determiner, the auction is as important as ever, but the proportionate volume of eggs handled through the auction has become very much less."

Mr. Benjamin discussed in detail the technique adopted by his organization in the collection and distribution of eggs. He said that about 1,500 cars are distributed during the four months, March to June, and that most of the sales at this time of year are made f.o.b. shipping point, the eggs going directly into cold storage warehouses for customers' accounts. The price is determined before the eggs leave the shipping point.

#### COMMITTEE ON LEGISLATION:

H. F. Fitts, Chairman.

Mr. Fitts reviewed briefly the legislation on agricultural marketing and related subjects enacted since the 1928 meeting of the Association. Federal legislation included a law authorizing the Secretary of Agriculture to collect and publish statistics of the quantity of leaf tobacco in all forms in the United States, in the possession of dealers, manufacturers, growers' cooperative associations, warehousemen, brokers, holders, or owners, other than the original growers of tobacco.

Bills passed by the House during the 70th Congress, but not by the Senate, included (1) Foreign Agricultural Service of the United States Department of Agriculture; (2) Amendments to the U. S. Warehouse Act; (3) Net Weights in cotton transactions and standardization of cotton bale covering; (4) Amendments to the U.S. Cotton Futures Act to make its provisions identical to those of the U.S. Grain Futures Act. The following were passed by the Senate, but not by the House: (1) To establish an office of crop insurance in the United States Department of Agriculture; (2) Protein in wheat. Determination to be made under the jurisdiction of the Secretary of Agriculture.

Discussing State legislation, Mr. Fitts said that laws were passed concerning some feature of the subject of grades and standards for fruits and vegetables by 16 States; fourteen States either revised their laws covering transactions in agricultural seeds or enacted new laws, and 13 States took action either for the first time or amended existing laws on cooperative marketing.

#### COMMITTEE ON SALES AND CONSIGNMENTS:

Laurence A. Bevan, Chairman.

Recent developments in an effort to prevent gluts and diminish the "rejection evil" were discussed by Mr. Bevan. In some places, he said, compulsory grading is still being tried; in others there is more success with shipping point inspection, and more recently there has been a movement in State brands and labels. Mr. Bevan declared that F.O.B. buying has in-



ceased where buying can be done by uniform grades and sizes. Discussing the consolidations or mergers of corporations handling food products, Mr. Bevan said that "the committee believes that consolidations will stimulate farm organizations in some lines and discourage it in others, depending upon conditions. When there is consolidation among chain stores, their method of buying tends toward the purchase in a wholesale way of uniformly packed and graded commodities produced in mass. This method of buying should be an aid to co-operation among farmers and is more outstanding in perishable fruits and vegetables than with many other products."

Third Session, December 4.

MOTOR TRUCK TRANSPORTATION OF FARM PRODUCTS:

C. W. Waid, Chief, Ohio Bureau of Markets.

Mr. Waid described in detail the methods in use on the Columbus, Ohio market for reporting motor truck arrivals of fruits and vegetables. He said that the publication of this information seems to have had a somewhat stabilizing effect on market prices.

"Some persons," he declared, "may take the attitude that the securing of motor truck information is too difficult and expensive an undertaking and will consequently make no effort along this line. It is, no doubt, true that it would be very expensive to secure such figures in many of the larger cities. On the other hand, there are many places where such information can be secured without excessive cost. When we consider that so far as we are able to anticipate the motor truck movement of fruits and vegetables is going to continue to increase until in many States, practically all of these crops will be trucked to market, we should realize the importance of this line of investigation. There is serious need of a greater and more general effort being made through legislation, inspection or any other means to bring about better grading of produce hauled to market in trucks.

"The forcing of such a large volume of truck hauled produce, much of which is poorly graded, on many of the city markets has a very bad effect not only on the markets which are directly affected, but on the produce business of the entire county. Another common problem is one which results from the variable volume which is offered for sale on practically all markets which are reached by a large number of trucks. The disorganized truck operators who are located in every trucking district and who make a business of buying from the growers and selling to whoever will buy are a very disturbing factor in the produce business. No one knows what market they are going to sell at more than a few days ahead of the sales. They may flock to one market one day and many of the same number find themselves competing on another market the next day or week. They disrupt the market for one group of local growers at one time and other groups at other times. The study which is being made of the truck receipts and their source on the Columbus market will give us some light on this subject, in the course of a few years, so far as the Columbus market is concerned. Similar work on other markets will aid in the solution of this problem."



CHAIN STORES AS FACTORS IN THE DISTRIBUTION OF FARM PRODUCTS:F. H. Massmann, National Association of Chain Stores.

Mr. Massmann emphasized the effect of the chain store in increasing the consumption of commodities through holding down retail prices. He said that by the elimination of duplication by the middle-man in handling, re-shipping, accounting and profit, and by functioning on a basis of large volume, frequent turn-over, and small profits, the chain is better able to bring to the consumer every commodity on a greatly reduced basis than the old method by which they pass through two or three additional hands. He declared that "it is a well known fact that under the older methods, wholesaler and retailer alike treated canned fruits as an article on which large profits could be had, with the result that canned fruits could be considered by the average household only on extraordinary holiday occasions, and great difficulty was constantly experienced in disposing of the increased production of larger orchards and canning plants. The chain store method leveled all commodities to a nominal basis of cost to consumer with the result that even the most ordinary wage earner's family could afford canned fruits as a food article instead of a luxury and the industry has enjoyed an extraordinary increase ever since.

"Another outstanding service chain store methods are constantly rendering in distributing farm products is in connection with over-production of any commodity on which, because of the increased production, the market price is reduced. The chain store immediately reduces its price to the consumer and advertises the fact, thus producing an immediate increase in consumption which is the quickest way of bringing a demoralized price condition back to normalcy. The older method of distribution when wholesaler, jobber and retailer each hesitated in turn to take the loss on his stock by reducing the price to market created a long delay before the consumer got the benefit. The rapid adjustment of the retail price of perishable products to the consumer, and its resultant increased consumption has eliminated much of the loss by spoilage when the over-produced merchandise arrives on a glutted market."

Mr. Massmann declared that merchandising experience has demonstrated the impracticability of too numerous retail grades on any commodity. He said that the stores could not handle more than two grades of eggs, for example, as contrasted with the five grades in the Government grading system. He also indicated that the National Association of Chain Stores was endeavoring to discourage the retailing practice of using "leaders" to attract business, on the ground that it is "bad merchandising," although he pointed out the difficulty of eliminating this practice which has always existed in retail trade.

CHANGES IN THE MECHANISM OF THE FRUIT AND VEGETABLE INDUSTRY:Wells A. Sherman, Bureau of Agricultural Economics.

Mr. Sherman declared that "within a generation market gardening has largely changed from a hand and horse to a mechanized industry. Relieved largely of the necessity of employing hand labor constantly for hoeing and weeding most vegetable crops, the Southwest has demonstrated that motorized farming is more practical in vegetable production than in general farming. The tractor seems to be able to displace the horse and mule more effectively in both fruit and vegetable culture than in the production of the ordinary farm crops. The



modern fruit ranch need keep no livestock whatever.

"Some of us remember when most green garden seeds were sown between the thumb and finger even in commercial market gardens. Today, one can see a tractor drawing an implement which throws up three flat topped ridges leaving irrigating furrows between, and drilling at the same time two rows of lettuce on each ridge. For the control of insects and fungous diseases we have the tractor drawn power spray covering from three to six or eight rows at a time. The early practices in packaging fruits and vegetables, particularly fruits and berries for rail shipment, have undergone a complete resolution. A large part of the package industry has gone over from sawed wood to veneer. There is now hardly a wholesale package left in general use in the fruit and vegetable industry which does not go with the goods to the final point of consumption.

"The hard-surfaced road and the auto truck have gone a long way toward revolutionizing production in and near populous areas. We now make three trips to market in the ordinary working day; formerly we started between midnight and 1 a.m. to make a single trip. The area of home grown products has thus been tremendously extended while the grower who is relatively near his market has multiplied his advantages over the shipper from a distance."

#### COMMITTEE ON TRANSPORTATION:

Burke H. Critchfield, Chairman.

Changes in rates on agricultural products during the past year, and the transportation of dairy and other refrigerator products on the Great Lakes from Duluth to Eastern markets and over other inland waterways were discussed by Mr. Critchfield.

With regard to inland waterways, Mr. Critchfield said that "dairy products and other refrigerator products are assembled at Duluth and forwarded to the East. The boats run as far as Buffalo where products are transferred to pre-cooled refrigerator cars for movement to parts beyond. There are twenty-three vessels in service which have refrigerator capacity with a combined total refrigerator tonnage for one trip of over 6,000 tons. During the season just ending, Duluth will ship over 60,000 tons of refrigerator freight via these boats. The larger part of the tonnage will be butter, although there will perhaps be 5,000 or 6,000 tons of shell eggs in cases and a large quantity of frozen cream, frozen berries, and dressed poultry. The freight from Duluth to Seaboard via the Lakes is the same as from Chicago to Seaboard. With regard to upper Mississippi transportation, it is believed in Minnesota that as soon as the channel is deepened, advantage will be taken of this waterway route. California shipments of fresh fruits to South America and Oriental markets during past seasons have awakened considerable interest in foreign trade extension.

#### COMMITTEE ON CROP AND LIVESTOCK ESTIMATES:

C. P. Anderson, Chairman.

Soybeans and cowpeas should be included in the intentions-to-plant reports of the Bureau of Agricultural Economics, Mr. Anderson said. "The omission of cotton from these reports, "he declared, "is a serious handicap



to cotton growers. Marketing agencies should strongly recommend that Congress remove this prohibition. The livestock reporting service of the State and Federal Governments should be greatly expanded, in view of the fact that only one general estimate as to the number of livestock is made each year, based on January 1st. Quarterly reports of livestock on farms should be instituted. The reporting on milk production should be expanded to give frequent and helpful information of the monthly production."

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SECRETARY HYDE REPORTS  
ON FARM CONDITIONS.

American agriculture's total income for the crop year 1929-30 should equal, if it does not exceed, that of the previous year, notwithstanding the fact widespread drought reduced crop yields materially, according to Secretary Arthur M. Hyde of the United States Department of Agriculture in his annual report to the President, published December 7.

"Widespread drought during the growing season of 1929," he said, "dried up pastures and reduced crop yields below those of any recent year. The losses in production, however, were so evenly distributed for the country as a whole that no large area had either very bountiful or very short crops. Moreover, from the standpoint of producers, reduced yields seemed likely to be more than offset by price advances. It is probable that the total income from agricultural production for the 1929-30 crop year will equal, if it does not exceed, that of the 1928-29 season."

Secretary Hyde declared that larger returns from wheat are likely, that improvement has continued in the livestock industry, that the dairy position is favorable, and that farm conditions generally are gradually improving. Other topics include the increased valuations of agricultural property, increased use of mechanical power on farms, the spread of the combine harvester, the Agricultural Marketing Act, and farm credit requirements.

He said that "under the agricultural marketing act, rapid progress in the coordination of cooperative marketing may be expected, inasmuch as greater unity of effort among producers' organizations is a leading object of the act. Support is not to be given to the upbuilding of unrelated cooperative units in the same branch of agriculture, since to do so would increase wasteful competition in marketing between producing groups and between producing regions. Thinking in local or regional terms, necessary in the early stages of the cooperative movement, must now be supplemented by thinking in commodity terms. Such a view of cooperative requirements is entirely consistent with the continued growth of local and regional associations, provided these become units in a coordinated movement."

Discussing farm credit, Secretary Hyde declared that "farm credit remains costly in many parts of the United States notwithstanding the great improvement that has been made in agricultural credit facilities during the last ten or fifteen years. In many instances the gap between the supply of credit at central money markets and the farmers' credit requirements has not yet been bridged." He said that the remedy for over-extended agriculture is to "curtail production, and the place to curtail is where returns are lowest."



# MARKETING ACTIVITIES

## AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

December 18, 1929

Vol. 9, No. 51

### SPREAD OF ECONOMIC FACTS

#### AIDS TO BALANCE AGRICULTURE.

The better balance between production and market demand in agriculture has occurred coincidentally with the more extensive use of the facts and services provided by the expanding organization of the Bureau of Agricultural Economics, according to Nils A. Olsen, chief of the Bureau, in his report to Secretary Hyde of the United States Department upon the work of the bureau in the fiscal year 1929.

Market news gathered by the Bureau's fifty offices in principal markets; crop reports from hundreds of thousands of producers; shipment reports furnished by railroad agents; storage stocks reported by warehouses and cold storages; the grading and inspection of thousands of cars of fruits, vegetables, meats, dairy and poultry products; reports from foreign countries on production; analyses of demand and price trends to form the basis for more intelligent planning by producers and market agencies to avoid losses and to enhance returns, - all these services of the bureau have been effective factors in improving the economic condition of American agriculture, says the report. The bureau's staff of more than 2,000 workers scattered throughout the United States and in several foreign countries form the largest fact-gathering agency in the world working for the agricultural industry of any country.

Through the use of economic information, the business of farm production and distribution is gradually being reorganized and redirected, according to the report. "New methods and practices to meet changing economic conditions are being developed more rapidly than ever before. Nearly 300 economic research projects now under way in the bureau are giving aid in solving many of the complex problems in agricultural marketing. The bureau's outlook reports now cover 33 of the most important crops and livestock, giving world-wide and domestic conditions of production and demand and probable trends of production and prices to aid producers in planning for profitable farming. Through extensive agencies - radio, the press, etc. - this information is being carried into every farm community in increasing degree.

"The Federal Farm Board has increased the need for economic facts on agriculture, and the bureau has broadened its activities upon request of the Board and is planning further expansion of its world-wide crop and market reporting agencies. The extension of cooperative activities by the Board is creating a further need for the services of the bureau in marketing."

Increasing use of the standard grades for farm commodities, Mr. Olsen says, is being reflected in better quality of products and correspondingly higher market prices. Use of the bureau's shipping point inspection service, in which Federal and State inspectors certify the quality of products shipped to market, is increasing, says Mr. Olsen. "Studies of types of agriculture in specific regions and localities are being continued, as well as of the broader aspects of agricultural development."



CROPS HAVE LARGER  
VALUE THIS YEAR.

This year's crops in the United States, based on December 1 prices, were worth \$85,000,000 more than last year's harvest despite a decrease of about 5 per cent in total crop production, according to the Crop Reporting Board of the United States Department of Agriculture.

The value of fifty leading crops is estimated by the Crop Board at \$8,581,528,000 compared with \$8,495,788,000 last year. The area harvested was 367,082,000 acres or about 1 per cent more than last year's acreage, but widespread drought cut yields 5.3 per cent under last year's, and 2.2 per cent below the average of the last ten years. The net result was a production decrease of 4.8 per cent below last year.

Principal increases in value are reported for hay, fruits, vegetables, and sugar crops; principal decreases are reported for grains and cotton. The hay crop is valued at \$1,349,000,000 compared with \$1,240,000,000 last year; potatoes \$470,000,000 compared with \$251,000,000 last year; sweet potatoes \$80,000,000 this year against \$71,000,000 last year.

The various other commercial vegetable crops combined are valued at \$322,000,000 compared with \$300,000,000 last year. The more important fruit crops show a combined value of \$506,000,000 compared with \$480,000,000 last year. Sugar crops including sugar cane, sugar beets and sorghums used for sirup were worth \$111,000,000 this year against \$100,000,000 a year ago.

Grain crops show a value of about \$3,800,000,000 this season compared with over \$4,008,000,000 last year; cotton and cottonseed \$1,426,000,000 compared with \$1,535,000,000 last year.

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AGRICULTURAL COMMISSIONER  
TO TAKE POST AT MARSEILLES.

The appointment of Niels I. Nielsen as agricultural commissioner to represent the Bureau of Agricultural Economics, U. S. Department of Agriculture, at Marseilles, France, has been announced. Mr. Nielsen has been associated with the bureau since 1922 as crop and livestock estimator with headquarters at Sacramento, California.

Mr. Nielsen's duties will be to acquire information in the Mediterranean Basin regarding competition, demand, and marketing of fruits, nuts, Durum wheat, and other agricultural products. These activities will involve also the collection of information regarding production, production trends, and data pertaining to various economic factors and conditions necessary to the development of an adequate production and market outlook service on agricultural products for that important region. Mr. Nielsen will arrive at his new post early in the New Year.

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COPIES of the report of the Chief of the Bureau of Agricultural Economics, United States Department of Agriculture, for the fiscal year ended June 30, 1929, may be obtained from the Department of Agriculture, Washington, D.C.



AGRICULTURAL SITUATIONREPORTED AS OF DECEMBER 1.

Producers of potatoes, dairy products, cattle and poultry are in a relatively strong production and marketing position which forms a substantial element of stability to the general business situation, says the Bureau of Agricultural Economics in its December report on the farm situation.

"The crash in the securities markets of the past month," says the bureau, "has had some temporary effect upon prices of grains, cotton, and butter, but prices of several important agricultural products are higher than they were at this time a year ago. The crop output as a whole is not up to last year's but is only slightly below the ten-year average.

"There has been a general tendency toward a rather prompt movement of farm products to market this fall. This has extended even to the early run of hogs, July to September slaughter having been 20 per cent larger than during the same months last year. The amount of cotton ginned up to November 1 was 10,889,314 bales compared with 10,162,482 bales ginned to the same date last year, but ginning has been relatively less since November 1. The supply of feed grains for the current season is materially lower than last year's as a result of shorter harvests compared with a year ago."

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SEVENTY COUNTRIES READY TOTAKE WORLD FARM CENSUS.

The whole world is now ready for the first general census of agriculture, undertaken under the auspices of the International Institute of Agriculture at Rome, according to Leon M. Estabrook, director of the census for the Institute the last five years. Definite preparations for taking their censuses early in 1930 are reported by 70 countries, and about 100 other countries have promised to participate in the census though they have not yet reported what action has been taken to insure the taking of the census. The results of the world-wide census will be available in the winter of 1930, and it is planned by the International Institute and the League of Nations to repeat the census every ten years.

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SECRETARY HYDE APPOINTSE. L. MARSHALL AS SOLICITOR

Elton L. Marshall of Chillicothe, Missouri has accepted appointment as Solicitor of the United States Department of Agriculture by Secretary Hyde. Secretary Hyde announced several weeks ago that Judge Charles E. Winter of Casper, Wyoming, had been appointed Solicitor, but Judge Winter found it impossible to report for duty because of his interests in Wyoming. Mr. Marshall, since 1927, has been a special assistant to the Attorney General of Missouri. He is a graduate of the State Teachers' College of Missouri, and attended the University of Missouri, graduating with A.B. and LL.B degrees.

FARM FORECLOSURES  
CONTINUE DECREASE.

Fewer farm foreclosures and related defaults of farmers during the year ended March 15, 1929 than during the preceding twelve months are reported by the Bureau of Agricultural Economics in Circular No. 101 just issued. An average of 19.4 farms out of every 1,000 in the United States went into foreclosure, were sold for delinquent taxes, or went otherwise into default during the period ended March 15, 1929 as compared with 22.8 per 1,000 in the preceding year.

Copies of the report on the farm real-estate situation may be obtained from the Bureau of Agricultural Economics, Washington, D.C.

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"FARMERS TO BENEFIT  
FROM STOCK SLUMP."

The decline in city building and in prices of stocks will have some favorable effects on agriculture in the opinion of Dr. G. F. Warren of Cornell University. "Money," Dr. Warren says, "will be more readily available for good farm mortgages; many manufactured articles can be bought at lower prices; automobiles and building materials are already cheaper. Good labor is more readily available for farm work. Many living in towns, who have previously lived on farms and who have saved money, will buy farms. While no striking rise is to be expected in the price of farms, it is probable that it will be easier to sell good farms."

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TRADE WITH PORTO  
RICO SHOWS INCREASE.

In the last ten years the value of agricultural shipments from Porto Rico to the United States has averaged about \$91,000,000 a year, compared with an average of approximately \$62,500,000 during the period 1915 to 1919, and an average of \$37,000,000 in the years 1910 to 1914, according to the Bureau of Agricultural Economics.

Exports of agricultural products to Porto Rico from the United States have shown corresponding increases, having averaged in value about \$80,000,000 a year the last ten years. Sugar and tobacco predominate in the island shipments to the United States. The bureau declares that the agricultural expansion in Porto Rico began shortly after the American occupation of the island.

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RED APPLES IN  
BEST DEMAND.

Consumers for the most part want red apples, of medium size, which they buy by the quarter's worth at grocery stores, according to a survey by the Giannini Foundation in the University of California. Taste is reported to guide 60 per cent of the consumers in choosing apples; cooking quality is next in importance.



PEAR GROWERS TOLD  
TO LOOK TO FUTURE.

Plans for widening foreign and domestic markets and broadening the demand for Pacific Coast pears were discussed at a meeting of representatives of the pear industry in Oregon, Washington, and California, at Medford, Oregon, recently. One of the speakers declared that with low prices in view as a result of the substantial increase in production indicated by the young and non-bearing pear acreage on the Pacific Coast it seems that returns will be unsatisfactory to an unusually large number of pear growers during the next few years unless extraordinary improvements take place in the industry. These improvements include broader and more efficient distribution, and more efficient methods of production in order to reduce per unit costs.

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HOLIDAY COLD STORAGE  
STOCKS IN LARGER SUPPLY.

Stocks of most cold storage products, including poultry, meats, and butter, were larger on December 1 than on the same date a year ago, according to the December report of the Bureau of Agricultural Economics. Stocks of apples in storage are noticeably smaller.

Total stocks of frozen poultry are reported at 115,818,000 pounds on December 1 as compared with 79,173,000 pounds last December. Of this total, the stocks of turkeys are placed at 6,318,000 pounds compared with 6,264,000 pounds a year ago. Considerable quantities of turkeys went into storage during the past month, and the present stocks are about equal to the five-year average on December 1, as contrasted with the bureau's report for November 1 when turkey stocks were about 1,000,000 less than on November 1 last year.

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CHEESE INDUSTRY  
SHOWS MARKED SHIFTS.

In recent years there has been a tendency toward an extension of the cheese industry into States which previously have been of little importance in the manufacture of cheese, according to B. H. Bennett of the Bureau of Agricultural Economics. In 1920, Wisconsin made more than 70 per cent of all the cheese produced in the United States, but by 1928 that State's production was only about 62 per cent of the total. Mr. Bennett attributes this situation largely to the increasing demands of the whole-milk markets of the Middle West and of the sweet cream markets of the East. Some of the decrease in Wisconsin production has been made up by increases in Illinois, Indiana, and Missouri, where whole-milk outlets have not been developed as rapidly as has the growth of the dairy industry, and where large quantities of milk in the form of manufactured products must continue to be marketed. The percentage of total cheese manufactured in these States increased from 1.84 per cent in 1920 to 4 per cent in 1928. Production has increased in Minnesota and Michigan also.

IN CONGRESS:

The 71st Congress met in regular session Monday, December 2. Bills of interest to agriculture which have been introduced are as follows:

- H. R. 5663, by Mr. Summers of Washington, to suppress unfair and fraudulent practices in the marketing of perishable agricultural commodities. This bill is similar to S. 108, by Senator Borah, which passed the Senate 6/3/29.
- H. R. 7133, by Mr. Dickinson, to transfer all functions of the Federal Farm Loan Board to the Federal Farm Board, to abolish the Federal Farm Loan Board. A similar bill, S. 2463, was introduced by Senator Brookhart.
- H. R. 6985, by Mr. Sabath, to provide revenue for the short sales of stock, grain, wheat, cotton, or other allied agricultural commodities.
- H. R. 5628, by Mrs. Langley, to provide for the preservation, maintenance, operation and use of the U.S. Muscle Shoals project for war, navigation, fertilizer manufacture, electric power production, flood and farm relief\*\*\* and in connection therewith the incorporation of the Farmers Federated Fertilizer Corporation and the lease to it of the said project.
- H. R. 5711, by Mr. Woodrum, to increase the compensation of certain civilian employees of the Government of the U.S. and the District of Columbia, and to amend the salary rates contained in the classification act of 1923, as amended.

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RECENT MIMEOGRAPHS  
Bureau of Agricultural Economics.

- "Marketing Western New York Onions, summary of 1928-29 season."  
"Marketing Western New York Potatoes, summary of 1928-29 season."  
"Market Prospects for Late or Main-Crop Potatoes, 1929"  
"The Prune Industry in Yugoslavia"  
"U.S. Hay Grades Reflect Feed Values for Beef Cattle and Sheep Feeding"  
"Marketing Colorado and Nebraska Potatoes, summary of 1928-29 season."  
"Marketing Arizona Lettuce, summary 1928 fall season."



STATE AND FEDERAL

# MARKETING ACTIVITIES

## AND OTHER ECONOMIC WORK

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December 25, 1929

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### DELAWARE MARKETS BUREAU REPORTS ON YEAR'S WORK.

Development of a broader market for Delaware farm products by keeping prospective buyers and dealers informed as to the quality and size of crops in advance of harvest is reported by Wilmer T. Derrickson, Director, Delaware Bureau of Markets in the annual report of the Delaware State Board of Agriculture, just issued. He says:

"In our efforts to widen the distribution of Delaware products and thus assist in stabilizing prices, we are constantly in communication with buyers and dealers throughout the country. Before the beginning of the shipment of most of our important agricultural commodities, we send a letter to a selected list of from five hundred to fifteen hundred buyers and dealers, informing them as to the condition of the particular crop that Delaware producers are about to harvest and advising that, if they are not already connected with producers and shippers in Delaware, we will be very glad to give them the names of firms and individuals who will take care of their requirements. Delaware is the only State that does this, and the results have been very satisfactory. We have, in some cases, received replies to approximately 75 per cent of the letters sent out and our growers and shippers have advised us that through our efforts they have made satisfactory sales to buyers and dealers in markets that they had not previously been shipping to."

Mr. Derrickson reported also that "the year ending July 1, 1929, was the second year of operation of the law which was passed by the Legislature in 1927, requiring that all closed packages of apples packed in this State, and intended for sale within or without this State must be marked or branded with the owner's name and address, the grade, the variety, and the minimum size or range of sizes. This law was revised by the Legislature in 1929 and we believe is more effective now than previous to that time; however, the law has the active support of practically every grower and shipper of apples in the State and we believe that fully 95 per cent of all apples shipped in closed packages during the year ending June 30, 1929, were marked or branded in accordance therewith. This law in its final analysis only requires that the owner or shipper of apples in Delaware mark his packages in accordance with the contents thereof."

During the year under review the Delaware Bureau of Markets inspected and issued shipping point inspection certificates on 865 cars of perishables. Official shipping point inspection was also provided at two tomato canneries.



JOSEPH S. DAVIS APPOINTED  
ECONOMIST FOR FARM BOARD.

Joseph S. Davis of California has been appointed as chief economist for the Federal Farm Board. Dr. Davis will act as counsel to the Board on all economic questions and will contact with the Bureau of Agricultural Economics, Bureau of Foreign and Domestic Commerce, and other Government departments, on domestic and foreign economic research and informational work as they relate to the activities of the Farm Board.

Dr. Davis is a native of Pennsylvania; he took an A.B. degree at Harvard in 1908 and a Ph. D. there in 1913. From 1914 to 1921 he was instructor and assistant professor in the Department of Economics at Harvard. Since 1921 he has been a director of the Food Research Institute at Leland Stanford University, specializing on the wheat studies and the general agricultural situation.

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MANY FARMERS IN OHIO  
SUPPLEMENT FARM INCOMES.

Sixteen per cent of Ohio farm operators now have some side line or supplementary occupation at which they work part of the time, and on which they depend for part of their income, according to a survey made by P. G. Beck of the Ohio Agricultural Experiment Station. The survey showed also that 16 per cent of the heads of families which live in the open country are not farming but have jobs of one sort or another aside from practicing agriculture, on which they depend for their income, living in the open country either because they prefer it or because they find it more economical.

"Part-time farming," Mr. Beck says, "is becoming more and more important in Ohio. Both in the case of farmers having supplementary occupations and of families living in the open country but depending upon a city job for their income, northeastern Ohio percentages were higher than those of the rest of the State."

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CONNECTICUT TO ENFORCE  
APPLE GRADING LAW.

Rigid enforcement of the Connecticut law relative to the grading and packing of apples is to be made, according to Connecticut Commissioner of Agriculture S. McLean Buckingham. Fruit growers have criticized the Connecticut Department of Agriculture on the ground that although the law has been in effect for some time, "it was not being enforced." Establishment of an inspection service in Connecticut this fall disclosed the fact that several growers were not conforming to the law, and Commissioner Buckingham thereupon called meetings at which growers and shippers were warned that their apples must conform to the State standards. Copies of the regulations may be obtained from Commissioner Buckingham, Hartford, Conn.



NEW JERSEY MILK DEALERS  
MUST BE LICENSED.

Milk producers and buyers in New Jersey are protected from dishonest competition through a law which requires the State Department of Agriculture to license milk dealers, according to Secretary William B. Duryee of the New Jersey Department of Agriculture. This statute provides that all dealers who purchase milk or cream in New Jersey shall annually make application to the Secretary of Agriculture for a license to transact such a business.

During the last fiscal year, 245 licenses were issued, or 11 less than the preceding year. The decrease is attributed to the many mergers which took place during that period. There was a marked tendency also for small dealers to purchase bottled milk from other jobbers, with the result that there were 50 exempted dealers as compared with 72 the preceding year.

The milk licenses are issued in accordance with the State fiscal year which begins on July 1 and ends on June 30 of the following year. The law provides that complaints against bonded dealers may be filed at any time during the period of the license for purchases made during such period and within ninety days from the termination of such period.

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FAILURE OF TRI-STATE TOBACCO  
COOPERATIVE IS ANALYZED.

Although the Tobacco Growers' Cooperative Association failed, it accomplished much good which will have lasting and beneficial influence upon condition of growers in Virginia and the Carolinas, in the opinion of John J. Scanlan and J. M. Tinley who made an extensive analysis of the rise and fall of this association, for the Bureau of Agricultural Economics. Their report, which has been printed by the United States Department of Agriculture as Circular No. 100-C, entitled "Business Analysis of the Tobacco Growers' Cooperative Association," says in part:

"The factors or causes of failure may be placed under four general headings: (1) Conditions among tobacco growers, (2) policies and practices during the organization of the association, (3) mistakes in policies and management, and (4) market conditions and commercial interests unfavorable to the cooperative marketing of tobacco in the tri-State area.

"The association attempted to secure delivery of over half of the Virginia sun-cured, Virginia dark-fired, and flue-cured types of tobacco grown in the three States in which it operated, but in 1922, instead of handling the anticipated 50 to 60 per cent of the crop it received only 35.4 per cent. In June 1926, at the end of its fourth year, after receiving a total of over 531,000,000 pounds of tobacco valued at more than \$100,000,000 from its members, the association was put in the hands of receivers. Although financially solvent, it had failed as a marketing organization.

"There is reason to believe that a new organization, or organizations, will eventually be formed in the tri-State area, built upon the principles of service, stability and economy for both the tobacco growers and the tobacco manufacturers, and with cooperation between these two groups instead of opposition."

NINE CO-OP MEMBERSHIPS  
TO EACH SWITZERLAND FARM.

Switzerland has become a leader among nations for the attractiveness of its farm homes, the completeness and solidarity of its agricultural co-operative enterprises, and the intensity of its dairy industry, according to Asher Hobson, formerly American representative of the International Institute of Agriculture at Rome, in Technical Bulletin No. 101, entitled "Agricultural Survey of Europe - Switzerland," just issued by the United States Department of Agriculture.

Mr. Hobson says that out of a total population of about 4,000,000 people in Switzerland, about one-fourth depend upon agriculture for a livelihood. In 1920 there were 10,942 local cooperatives with 657,082 members, or an average of nine cooperative memberships for every farm in the country. In 1920 there were 3,519 local dairy cooperatives with 102,659 members. These locals are united into a number of different types of federations, the Central Union of Swiss Milk Producers being the hub of the organized dairy movement. The production of 66 per cent of all the cows in Switzerland is controlled by one central federation.

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LEGAL ASPECTS OF COOPERATIVE  
ORGANIZATIONS ARE DISCUSSED.

"Legal Phases of Cooperative Association," a revision of U. S. Department of Agriculture Bulletin No. 1106-D, has just been issued by the department. The material in the revised edition is largely new. An attempt has been made to refer to all of the cooperative cases that have been decided by appellate courts down to the date of the publication of the bulletin.

The subject of marketing contracts is treated at some length, and under this heading the kinds and length of cooperative marketing contracts and the differences between agency and purchase and sale contracts are pointed out. Other subjects include interference with marketing contracts, the Capper-Volstead Act, the liability of associations for taxes of all kinds, patronage dividends, and certificates of indebtedness.

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NEW JERSEY ISSUES STATISTICAL  
COMPILATION OF AGRICULTURE.

A statistical compilation of New Jersey agriculture has recently been completed by the New Jersey Department of Agriculture, and embodied in Circular 166 entitled "Statistical Handbook of New Jersey Agriculture." Practically all of the information is tabulated by counties. The farm population of the State is 139,255, and land in farms aggregates 1,924,545 acres. There are 20,671 farms, valued at \$311,084,234. The majority of the farms are operated by owners and the predominant size of the farms is from 20 to 175 acres. There are 14,417 farms free from mortgage debt; 10,118 are mortgaged, and 1,804 made no mortgage debt report. It is estimated that at least 25 per cent of the population living in the New York and Philadelphia metropolitan area is supplied with milk produced in New Jersey. Copies of the handbook may be obtained from the New Jersey Department of Agriculture, Trenton, New Jersey.



PERISHABLE MERCHANDISE UNLOADED FROM STEAMSHIP  
AT DESTINATION IS HELD AT CONSIGNEE'S RISK

O. M. Earle Co. v. Munson S. S. Lines.  
City Court of New York, August, 1929.  
(236 N. Y. Supp. 580)

The plaintiff was consignee of a shipment of 713 crates of tomatoes, which were carried by steamship of the defendant from Nassau, Bahamas, to New York City. The plaintiff made claim for damages arising from alleged negligence of defendant in connection with the transportation, for the difference between the market value and the price realized from their sale. The cargo of tomatoes arrived in New York on Sunday morning, December 27. As the steamer was late in arriving and the schedule called for a prompt return trip to Nassau, it was necessary to unload the cargo immediately, which was done on the day of arrival. It appears that the temperature was low on that day, considerably below freezing. The tomatoes were taken from the steamer and placed upon lighters across the pier. The plaintiff did not send its truckmen for the merchandise until the following Monday morning. Upon examination of the goods the truckmen found them in a frozen condition and this was confirmed by the plaintiff's treasurer. The goods were trucked away on Monday and Tuesday. On these days the temperature continued to be below freezing. It was brought out that plaintiff's agent knew of the delay in arrival of the steamer, as he had been in touch with the representatives of defendant.

The bill of lading under which the consignment was shipped contained provisions whereby it was necessary for plaintiff to establish affirmatively that the damage to the goods was caused by defendant's negligence. It provides that the defendant shall not be liable either as carrier or bailee for loss or damage arising from the effects of climate such as freezing. Under the bill of lading the defendant had the right to unload the cargo immediately upon arrival of the steamer, and it also provides that consignee is required to take the cargo from the vessel immediately when it is ready to discharge; that merchandise on wharf, lighter, or craft awaiting delivery shall be at shipper's risk of loss or damage. In view of such conditions in the bill of lading it is held that consignee was obliged to watch for the arrival of the vessel, and, furthermore, that advice to this effect could be procured from the steamship office and other agencies.

The question at issue is whether the frozen condition of the tomatoes was caused by negligence of defendant. On this point, the court stated that though the temperature on the day of the arrival of vessel was considerably below freezing, yet the shippers should have known the probable winter conditions in New York at that time of the year; that if the transportation company exercised due care it was not responsible for the effect of the climate.

Upon review of the evidence submitted, the court held that the claim of negligence was not sustained; that defendant did all that was required of it under the circumstances; and that verdict of the trial court in favor of the plaintiff should be set aside, citing *Austin, Nichols & Co. v. Compania Transatlantica*, 219 N. Y. S. 86; affirmed 245 N. Y. 624.

H. F. Fitts.

NATIONAL BROOM MANUFACTURERS  
WANT STANDARD GRADES.

Standards for broomcorn were discussed by representatives of the Bureau of Agricultural Economics at the Chicago meeting of the National Broom Manufacturers Association, December 5. The discussion was the outcome of a November meeting called by the Bureau of Standards at Washington at which it was the opinion that satisfactory broom standards could be adopted only in conjunction with standards for broomcorn. At the Chicago meeting a committee of manufacturers and dealers was appointed to confer with the Bureau of Agricultural Economics with a request to prepare standards of quality for broomcorn for consideration at a Chicago meeting the last of January. This is the first definite move of the broom industry toward a general standardization of both brooms and broomcorn.

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RECENT PUBLICATIONS.

United States Department of Agriculture:

"Lettuce Growing," Farmers' Bulletin No. 1609

"Classification of Leaf Tobacco Covering Classes, Types, and Groups of Grades," S.R.A. Announcement No. 113

"Amendment to the Standards for Rough Rice," S.R.A. Announcement No. 103

"Market Supplies and Prices of Apples," Circular No. 91

"Organization and Management Problems of Cooperative Oil Associations in Minnesota," Circular No. 80.

State Publications:

"The Use, Value, and Cost of Credit in Agriculture," Bulletin 430 by the Giannini Foundation of Agricultural Economics, University of California, Berkeley, Calif.

"Cheese Factory Statements Made Easy," Circular 233, Wisconsin Extension Service, Madison, Wisconsin.

"Systems of Farming for the Purchase Region of Kentucky," Bulletin 292, Kentucky Experiment Station, Lexington, Ky.

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NEW YORK MILK COMMITTEE  
URGES AVOIDANCE OF SURPLUS.

To meet the coming winter surplus on the New York City milk market, the milk-stabilization committee advises New York dairymen to sell old and poor milking cows to the butcher, reports the New York State College of Agriculture. Dairymen are advised also to lower feeds bills by buying twenty and twelve per cent protein feeds in place of twenty-four per cent, and to balance the ration according to the roughage fed; to substitute whole milk for milk powder and for calf meals in feeding calves. The committee says that the danger of a fall milk shortage for New York City has been passed, and that it will be necessary to enlarge the present New York milk shed.





